THE INDUSTRIAL ARTS INDEX

1930-1931

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THE
INDUSTRIAL ARTS INDEX

SEVENTH TWO-YEAR CUMULATION

(NINETEENTH ANNUAL VOLUME)

1930-1931

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

WITH A LIST OF IMPORTANT TECHNICAL SOCIETIES

EDITED BY
MARION E. POTTER, LOUISE D. TEICH,
LEONA T. KOHN, LEONE BAKER

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PREFACE

The Industrial Arts Index has entered upon its twentieth year. Beginning with the indexing of about fifty periodicals in 1913 and publishing five times a year, it now indexes over two hundred and thirty periodicals and publishes thirteen numbers a year including the annual, or biennial, cumulation. At the beginning of the two-year period covered by this volume about thirty periodicals were added to the list of those indexed, among them a group of insurance magazines. The list of periodicals indexed does not however represent the scope of the Index. Bibliographies and other reference helps wherever found are included. Books of interest to special libraries are listed by subject each month in a section, "Recent Book Titles," preceding the main alphabet of which it later forms a part. The subject entries for these books listed in 1930 and 1931 number 4644. In this number are not included the many pamphlets indexed; United States government publications, state geological and engineering bulletins, university bulletins relating to technology or business, and many others.

The list of technical societies and commercial organizations on the following pages revises and supplements the directory published in the 1928-1929 volume.

M. E. P.

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Technical Societies

Acoustical society of America
Sec. Wallace Waterfall, 919 N. Michigan Ave., Chicago

Actuarial society of America
Sec. R. D. Murphy, 256 Broadway, New York

Advertising affiliation
Sec. J. Ray Fuller, 259 Delaware Ave., Buffalo, N.Y.

Advertising federation of America (formerly International advertising association)
Gen. Mgr. Earle Pearson, 420 Lexington Ave., New York

Advertising typographers of America
Sec. Albert Abrahams, 461 8th Ave., New York

Aerial league of America
Sec. Horace E. Knowles, 280 Madison Ave., New York

Aeronautical chamber of commerce of America, inc.
Sec. L. K. Bell, 10 E. 40th St., New York

Agricultural publishers' association
Exec.-Sec. Victor F. Hayden, 360 N. Michigan Ave., Chicago

Air brake association
Sec. T. L. Burton, 5605 Grand Central Terminal, New York

Allied railway supply association
Sec. F. W. Venton, Crane Co., 836 S. Michigan Blvd., Chicago

American academy of arts and sciences
Sec. Tenney L. Davis, 28 Newbury Street, Boston

American acceptance council
Sec. Robert H. Bean, 120 Broadway, New York

American agricultural editors association
Sec. Walter H. Lloyd, 1013 Rockwell Ave., Cleveland

American arbitration association
Sec. Miss A. Hatvany, 521 Fifth Ave., New York

American association for labor legislation
Sec. Dr. John B. Andrews, 131 E. 23d St., New York

American association for old age security
Exec.-Sec. Abraham Epstein, 22 E. 17th St., New York

American association for the advancement of science
Sec. Dr. Burton E. Livingston, Smithsonian Institution Bldg., Washington, D.C.

American association of advertising agencies
Exec.-Sec. F. R. Gamble, 420 Lexington Ave., New York

American association of cereal chemists
Sec. M. D. Mize, 836 Omaha Grain Exchange, Omaha, Neb.

American association of engineers
Sec. Miss M. E. McIver, 8 S. Michigan Blvd., Chicago

American association of industrial physicians and surgeons
Sec. Volney S. Cheney, c/o Armour & Co., Union Stockyards, Chicago

American association of museums
Sec. Laurence V. Coleman, Smithsonian Institution, Washington, D.C.

American association of passenger traffic officers
Sec. W. C. Hope, 143 Liberty Street, New York

American association of personal finance companies
Sec. Edgar F. Fowler, 712 Tower Bldg., Washington, D.C.

American association of petroleum geologists
Sec. Gayle Scott, Lawrence, Kan.

American association of port authorities
Sec. Tiley S. McChesney, 520 Whitney Bank Bldg., New Orleans

American association of railroad superintendents
Sec. F. O. Whiteman, 1017 Olive St., St. Louis

American association of railway advertising agents
Sec. E. A. Abbott, 85 W. Harrison St., Chicago

American association of state highway officials
Exec.-Sec. W. C. Markham, 1222 National Press Bldg., Washington, D.C.

American association of textile chemists and colorists
Sec. Alex. Morrison, c/o American Woolen Co. Andover, Mass.

American automobile association
Sec. Charles P. Clark, Mills Bldg., Washington, D.C.

—Motor bus division
See entry under National association of motor bus operators

American bakers association
Sec. Thomas F. Smith, 1135 Fullerton Ave., Chicago

American bankers' association
Exec.-Mgr. F. N. Shepherd, 22 E. 40th St., New York

American boiler manufacturers' association
Sec.-Treas. A. C. Baker, 801 Rockefeller Bldg., Cleveland

American bureau of metal statistics
Dir. W. R. Ingalls, 33 Rector St., New York

American bureau of welding
Sec. William Spraragen, 29 W. 39th St., New York

American ceramic society
Sec. Ross C. Purdy, 2525 N. High St., Columbus, Ohio

American chemical society
Sec. Charles L. Parsons, Mills Bldg., 1709 G St., N.W., Washington, D.C.

American civic association
Sec. Miss Harlean James, 901-3 Union Trust Bldg., Washington, D.C.

American community advertising association
Sec. Don E. Mowry, 301 Beaver Bldg., Madison, Wis.

American concrete institute
Sec. Harvey Whipple, 641 New Center Bldg., Detroit, Mich.

American concrete pipe association
Sec. M. W. Loving, 33 W. Grand Ave., Chicago

American construction council
Sec. Dwight L. Hoopingarner, 28 W. 44th St., New York

American cotton manufacturers' association
Sec. W. M. McLaurine, 1206 First National Bank Bldg., Charlotte, N.C.

American dairy science association
Sec. R. R. Graves, Bureau of Dairy Industry, Washington, D.C.

American drop forging institute
Sec. P. A. Androus, 405 First Trust and Deposit Bldg., Syracuse, N.Y.

American drug manufacturers' association
Sec. Carson P. Frailey, 506 Albee Bldg., 1426 G St., N.W., Washington, D.C.

American economic association
Sec.-Treas. Frederick S. Deibler, Northwestern University, Evanston, Ill.

American electric railway accountants' association
Sec.-Treas. Guy C. Hecker, 292 Madison Ave., New York

American electric railway association
Sec. Guy C. Hecker, 292 Madison Ave., New York

American electrochemical society
Now Electrochemical society

American electroplaters' society
Sec. H. A. Gilbertson, 434 S. Wabash Ave., Chicago
Branch societies with names and addresses of secretaries and notices of meetings are published each month in the Brass World

American engineering council
Exec.-Sec. Lawrence W. Wallace, 744 Jackson Place, N.W., Washington, D.C.

American face brick association
Sec. George S. Eaton, 205 W. Wacker Drive, Chicago

American federation of arts
Sec. Miss Leila Mechlin, Barr Bldg., Farragut Square, Washington, D.C.

American forestry association
Sec. Ovid M. Butler, 1727 K St., N.W., Washington, D.C.

American foundrymen's association
Sec. C. E. Hoyt, 222 W. Adams St., Chicago

American gas association
Managing Dir. Alexander Forward, 420 Lexington Avenue, New York

American gear manufacturers' association
Sec. T. W. Owen, 3608 Euclid Ave., Cleveland

American geophysical union
Gen. Sec. John A. Fleming, 36th St. and Broad Branch Road, Washington, D.C.

American granite association, inc.
Sec. H. H. Sherman, 31 State St., Boston

American hardware manufacturers' association
Sec. Charles F. Rockwell, 342 Madison Ave., New York

American home magazine publishers, inc. (formerly Mail order publishers association)
Exec.-Sec. L. B. Fisk, 38 S. Dearborn St., Chicago

American institute of accountants
Sec. John L. Carey, 135 Cedar St., New York

American institute of actuaries
Sec. E. G. Fassel, 720 N. Michigan Ave., Chicago

American institute of architects
Exec.-Sec. E. C. Kemper, Octagon House, 1741 New York Ave., N.W., Washington, D.C.

American institute of banking
Sec. Richard W. Hill, 22 E. 40th St., New York

American institute of chemical engineers
Exec.-Sec. Frederic J. Le Maistre, 809 Bellevue Court Bldg., Philadelphia

American institute of chemists
Sec. Howard S. Neiman, 233 Broadway, New York

American institute of consulting engineers, inc.
Sec. Philip W. Henry, 75 West St., New York

American institute of cooperation
Sec. Charles W. Holman, 1731 Eye St., N.W., Washington, D.C.

American institute of electrical engineers
Asst. Sec. H. H. Henline, 33 W. 39th St., New York

American institute of food distribution, inc.
Sec. Gordon C. Corbaley, 122 E. 42d St., New York

American institute of laundering, inc.
Sec. 115 Van Buren St., Joliet, Ill.

American institute of mining and metallurgical engineers
Sec. H. Foster Bain, 29 W. 39th St., New York

American institute of quantity surveyors
Sec. F. E. Dischner, 701 Empire Bldg., Detroit

American institute of refrigeration
Exec.-Sec. Louis Baron, 570 Seventh Ave., New York

American institute of steel construction, inc.
Exec.-Dir. Charles F. Abbott, 200 Madison Ave., New York

American institute of weights and measures
Sec. William E. Bullock, 33 Rector St., New York

American iron and steel institute
Sec. H. H. Cook, 75 West St., New York

American leather belting association
Sec. J. L. Nelson, 41 Park Row, New York

American leather chemists' association
Sec. H. C. Reed, 143 W. 20th St., New York

American management association
Managing Dir. W. J. Donald, 20 Vesey St., New York

American manganese producers association
Sec. Harold A. Pumpelly, 302 Metropolitan Bank Bldg., Washington, D.C.

American manufacturers' export association
Sec. Francis T. Cole, 401 Broadway, New York

American mathematical society
Sec. R. G. D. Richardson, 501 W. 116th St., New York

American merchant marine library association
Exec.-Sec. Forrest S. Lunt, 67 Wall St., New York

American meteorological society
Sec. Charles F. Brooks, Clark University, Worcester, Mass.

American microscopical society
Sec. H. J. Van Cleave, Univ. of Illinois, Urbana

American mining congress
Sec. James F. Callbreath, Munsey Bldg., Washington, D.C.

American national retail jewelers' association
Sec. Charles T. Evans, 22 W. 48th St., New York

American newspaper publishers association
Sec. George M. Rogers, 370 Lexington Ave., New York

American oil burner association
Exec.-Sec. Harry Tapp, 342 Madison Ave., New York

American oil chemists' society
Sec.-Treas. J. C. P. Helm, 705 Tchoupitoulas St., New Orleans, La.

American order of steam engineers
Sec. Charles F. Burger, 302 W. Roosevelt Blvd., Philadelphia

American paint and varnish manufacturers' association
Sec. George V. Horgan, 2201 New York Ave., Washington, D.C.

American paper and pulp association
Exec.-Sec. Charles W. Boyce, 370 Lexington Ave., New York

American petroleum institute
Sec. Lacey Walker, 250 Park Ave., New York

American pharmaceutical association
Sec. E. F. Kelly, 10 West Chase St., Baltimore, Md.

American photo-engravers' association
Sec. Louis Flader, 166 W. Van Buren St., Chicago

American physical society
Sec. W. L. Severinghaus, Columbia University, New York

American public health association
Acting Exec.-Sec. Kendall Emerson, 450 Seventh Ave., New York

American pulp and paper mill superintendents association
Sec. Robert L. Eminger, 54 N. Main St., Miamisburg, Ohio

American radio relay league, inc.
Sec. K. B. Warner, 38 La Salle Road, West Hartford, Conn.

American radium society
Sec. George W. Grier, 8088 Jenkins Arcade, Pittsburgh

American railway association
Sec. H. J. Forster, 30 Vesey St., New York

A complete list of the various divisions and sections of the American railway association, with convention dates and secretaries, is found in the first number of each month of the Railway Age

American railway bridge and building association
Sec. C. A. Lichty, C. & N.W. Railway, 319 N. Waller Ave., Chicago

American railway development association
Sec. A. W. Large, General Agricultural Agent, C. R. I. & P. Railway, Chicago

American railway engineering association
Sec. E. H. Fritch, 59 E. Van Buren St., Chicago

American railway tool foremen's association
Sec. G. G. Macina, 11402 Calumet Ave., Chicago

American refractories institute
Sec. Dorothy A. Texter, 2218 Oliver Bldg., Pittsburgh, Pa.

American road builders association
Sec. Charles M. Upham, 914 National Press Bldg., Washington, D.C.

American short line railroad association
Asst. Sec. R. E. Schindler, 401 Union Trust Bldg., Washington, D.C.

American silver producers' association
Sec. Henry M. Rives, 210 Reno National Bank Bldg., Reno, Nevada

American society for municipal improvements
Sec. C. W. S. Sammelman, 4359 Lindell Blvd., St. Louis, Mo.

American society for steel treating
Sec. W. H. Eisenman, 7016 Euclid Ave., Cleveland

American society for testing materials
Sec.-Treas. C. L. Warwick, 1315 Spruce St., Philadelphia

American society of agricultural engineers
Sec. Raymond Olney, St. Joseph, Mich.

American society of civil engineers
Sec. George T. Seabury, United Engineering Societies Bldg., 33 W. 39th St., New York

American society of heating and ventilating engineers
Sec. A. V. Hutchinson, 51 Madison Ave., New York

American society of landscape architects
Exec.-Sec. Bradford Williams, 9 Park St., Boston

American society of mechanical engineers
Sec. Calvin W. Rice, 29 W. 39th St., New York

American society of naval engineers
Sec. Capt. O. L. Cox, Bureau of Engineering, Navy Dept., Washington, D.C.

American society of newspaper editors
Sec. M. H. Creager, Milwaukee Journal, Milwaukee, Wis.

American society of refrigerating engineers
Sec. David L. Fiske, 37 W. 39th St., New York

American society of sales executives
Sec. C. H. Rohrbach, 90 West St., New York

American society of sanitary engineering
Sec. T. M. Dugan, 1308 Freemont St., McKeesport, Pa.

American specification institute
Sec. Gardner C. Coughlen, 205 W. Wacker Drive, Chicago

American standards association (formerly American engineering standards committee)
Sec. P. G. Agnew, 29 W. 39th St., New York

American statistical association
Sec. Willford I. King, Room 530, 236 Wooster St., New York

American steel and heavy hardware association
Sec. B. R. Sackett, 505 Arch St., Philadelphia

American supply and machinery manufacturers' association
Sec. R. Kennedy Hanson, 717 Clark Bldg., Pittsburgh

American trade association executives
Sec. Roscoe C. Edlund, Room 1712, 45 E. 17th St., New York

American travel development association
Sec. Charles F. Hatfield, 507 Commercial Bldg., St. Louis, Mo.

American vocational association
Sec. C. M. Miller, State Director of Vocational Education, Topeka, Kan.

American warehousemen's association
Sec. E. H. H. Baker, 222 W. Adams St., Chicago

American water works association
Sec. Beekman C. Little, 29 W. 39th St, New York

American welding society
Sec. William T. Spraragen, 29 W. 39th St., New York

American wholesale coal association
Sec. Ira C. Cochran, 729 Woodward Bldg., Washington, D.C.

American wood preservers' association
Sec. Horace L. Dawson, 1104 Chandler Bldg., Washington, D.C.

American zinc institute, inc.
Exec.-Sec. Julian D. Conover, 60 E. 42d St., New York

Anthracite bureau of information
Sec. A. H. Armstrong, 225 South 15th St., Philadelphia

Army ordnance association
Sec. L. A. Codd, 805 Mills Bldg., Washington, D.C.

Artistic lighting equipment association
Managing Dir. C. L. Benjamin, 711 Graybar Bldg., 420 Lexington Ave., New York

Asbestos brake lining association
Sec. W. J. Parker, 7 E. 44th St., New York

Asphalt institute
Mng. Dir. J. E. Pennybacker, 801 2d Ave., New York

Associated business papers, inc.
Mng. Dir. F. M. Feiker, 295 Madison Ave., New York

Associated cooperage industries of America
Sec. L. F. Horn, 2008 Railway Exchange Bldg., St Louis, Mo.

Associated general contractors of America
Mng. Dir. E. J. Harding, 222 Munsey Bldg., Washington, D.C.

Associated metal lath manufacturers
Sec. Erwin M. Lurie, 205 W. Wacker Drive, Chicago

Associated stock exchanges
Sec. Clark C. Wickey, 535 Griswold St., Detroit

Associated traffic clubs of America
Sec. F. A. Doebber, 917 Majestic Bldg., Indianapolis, Ind.

Association for correlating thermal research
Sec. F. C. Houghten, 4800 Forbes St., Pittsburgh

Association of American geographers
Sec. D. H. Davis, Univ. of Minnesota, Minneapolis

Association of American soap and glycerin producers, inc.
Manager. Roscoe C. Edlund, 45 E. 17th St., New York

Association of American steel manufacturers technical committees
Sec. J. O. Leech, 616 Investment Bldg., Pittsburgh

Association of arts and industries
Sec. Norma K. Stahle, 230 E. Ohio St., Chicago

Association of asphalt paving technologists
Sec. Charles A. Mullen, Room 57, 980 St. Antoine St., Montreal, Quebec

Association of casualty and surety executives
Sec. F. Robertson Jones, 1 Park Ave., New York

Association of collegiate schools of architecture
Sec. Prof. Roy Childs Jones, Dept. of Architecture, Univ. of Minnesota, Minneapolis

Association of consulting chemists and chemical engineers
Sec. Robert T. Baldwin, 50 E. 41st St., New York

Association of dairy, food and drug officials of the United States
Sec. W. C. Geagley, Department of Agriculture, Lansing, Mich.

Association of Edison illuminating companies
Sec. Preston S. Millar, East End Ave., & 80th St., New York

Association of electragists, International
Gen. Mgr. Laurence W. Davis, 420 Lexington Ave., New York

Association of governmental officials in industry of the United States and Canada
Sec.-Treas. Louise Schutz, Industrial Commission, 612 Bremer Arcade, St. Paul, Minn.

Association of iron and steel electrical engineers
Mng. Dir. John F. Kelly, 1010 Empire Bldg., Pittsburgh

Association of life insurance presidents
Sec. George T. Wight, 165 Broadway, New York

Association of manufacturers of chilled car wheels
Sec. G. E. Doke, 332 S. Michigan Blvd., Chicago

Association of manufacturers of wood working machinery
Mgr. Fred A. Collings, 53 W. Jackson Blvd., Chicago

Association of national advertisers, inc.
Mng. Dir. Albert E. Haase, 420 Lexington Ave., New York

Association of official agricultural chemists
Sec.-Treas. Dr. W. W. Skinner, Box 290, Pennsylvania Ave. Station., Washington, D.C.

Association of railway claim agents
Sec. H. D. Morris, District Claim Agent, Northern Pacific Ry., St. Paul, Minn.

Association of railway electrical engineers
Sec. Joseph A. Andreucetti, Room 411, 520 W. Madison St., Chicago

Association of railway executives
Sec. Stanley J. Strong, Transportation Bldg., 17th & H Sts., N.W., Washington, D.C.

Association of railway supply men
Now Allied railway supply association

Association of reserve city bankers
Sec. Joseph J. Schroeder, 162 W. Monroe St., Chicago

Association of secretaries of foreign chambers of commerce in the United States
Sec. O. G. Marell, 405 Lexington Ave., New York

Atlantic deeper waterways association
Sec. William E. Bernard, 1405 Widener Bldg., Philadelphia

Automotive associations
A list of automobile shows, foreign as well as American, and of conventions and meetings is published each week in Automotive Industries

Automotive electric association
Manager. Earl Turner, 1365 Ontario St., Cleveland, O.

Bankers' association for foreign trade
Sec. F. B. Tedford, c/o First National Bank of Chicago, 38 S. Dearborn St., Chicago

Better business bureau of New York City, inc.
Mgr. H. J. Kenner, 280 Broadway, New York

Boston society of civil engineers
Sec. Everett N. Hutchins, 715 Tremont Temple, Boston

Bridge and building supply men's association
Sec. S. A. Baber, 10418 St Clair Ave., Cleveland

British iron and steel institute
See the Iron and steel institute

Brookings institution
722 Jackson Place, N. W., Washington, D.C.
Includes Institute of economics, Institute for government research and Robert Brookings graduate school

Building officials' conference of America
Sec. John W. Oehmann, 1253 Lawrence St., N.E., Washington, D.C.

Bureau of applied economics, inc.
Sec. C. V. Maudlin, 1523 L St., N.W., Washington, D.C.

Bureau of personnel administration
Dir. Henry C. Metcalf, Graybar Bldg., 420 Lexington Ave., New York

Bureau of railway economics
Dir. Julius H. Parmelee, 1024 Transportation Bldg., Washington, D.C.

Canadian ceramic society
Sec.-Treas. Gordon Keith, 146 King St. West, Toronto 2.

Canadian chemical association
Sec. J. H. Wilson, 119 York St., Toronto, Ont.

Canadian construction association
Manager. J. Clark Reilly, 718 Ottawa Electric Bldg., Ottawa, Ontario

Canadian deep waterways and power association
Sec. 24 Chatham St., West Windsor, Ontario

Canadian electric railway association
Sec. Eustace Smith, jr., 35 Yonge St., Toronto, Ontario

Canadian electrical association
Sec. B. C. Fairchild, 409 Power Bldg., Montreal, Canada

Canadian engineering standards association
46 Elgin St., Ottawa, Ontario

Canadian forestry association
Mgr. Robson Black, 51 Sparks St., Ottawa, Ont.

Canadian gas association
Sec.-Treas. George W. Allen, 21 Astley Ave., Toronto, Ont.

Canadian good roads association
Sec.-Treas. George A. McNamee, 909 New Birks Bldg., Montreal, Que.

Canadian institute of chemistry
Sec. L. E. Westman, 366 Adelaide St., West, Toronto, Ontario

Canadian institute of mining and metallurgy
Sec. E. J. Carlyle, 923 Drummond Bldg., 511 St Catherine St., West, Montreal, Quebec

Canadian manufacturers' association
Sec. J. T. Stirrett, 1404 Bank of Hamilton Bldg., 67 Yonge St., Toronto, Ontario

Canadian national clay products association
Sec.-Treas. Gordon Keith, 146 King St., West, Toronto

Canadian pharmaceutical association, inc.
Sec. R. B. J. Stanbury, 43 Victoria St., Toronto, Ont.

Canadian pulp and paper association
Sec. A. E. Cadman, 3420 University Ave., Montreal, Quebec

Canadian railway club
Sec. C. R. Crook, 2276 Wilson Ave., Montreal, Quebec

Canadian woollen and knit goods manufacturers' association
350 Bay St., Toronto, Ont.

Car department officers association
Sec. A. S. Sternberg, 7926 S. Morgan St., Chicago

Carbon black export association, inc.
Mgr. & Asst. Sec. E. V. Gent, 60 E. 42d St., New York

Cast iron pipe research association
Sec. Thomas F. Wolfe, 122 S. Michigan Ave., Chicago

Cast stone institute
Sec. L. A. Falco, Chapel St. & Blatchley Ave., New Haven, Conn.

Casualty actuarial society
Sec. R. Fondiller, 90 John St., New York

Cement institute
Gen. Mgr. Luther G. McConnell, 11 E. 44th St., New York

Chamber of commerce of the United States of America
Sec. D. A. Skinner, 1615 H St., N.W., Washington, D.C.

Chemical foundation, inc.
Sec. Wm. W. Buffum, 654 Madison Ave., New York

China society of America
Sec. Mrs. E. M. Dawson, 570 Lexington Ave., New York

Chlorine institute, inc.
Sec. Robert T. Baldwin, 30 E. 42nd St., New York

Citizens research institute of Canada
137 Wellington St., West, Toronto, Ontario

Civil service assembly of the United States and Canada
Sec. Fred Telford, 923 E. 60th St., Chicago

Clay products association
Sec. George C. D. Lenth, 111 W. Washington St., Chicago

Clock manufacturers' association of America
Sec.-Treas. W. S. Hays, 644 Drexel Bldg., Philadelphia

Coal mining institute of America
Sec. G. W. Grove, U.S. Bureau of mines, Pittsburgh, Pa.

Commercial associations
A list of coming conventions and meetings of commercial associations is published each month in Nation's Business

Committee on the relation of electricity to agriculture
Sec. G. C. Neff, 58 E. Washington St., Chicago

Common brick manufacturers' association of America
Sec. Ralph P. Stoddard, 2121 Guarantee Title Bldg., Cleveland

Compressed air society
Sec. C. H. Rohrbach, 90 West St., New York

Compressed gas manufacturers' association, inc.
Sec. F. R. Fetherston, 110 W. 40th St., New York

Concrete associations
List of organizations, with names and addresses of secretaries, appears monthly in Concrete

Concrete masonry association
Sec. Jack Franklin, 7071 Plankinton Bldg., Milwaukee, Wis.

Concrete reinforcing steel institute
Sec. M. A. Beeman, Tribune Tower, Chicago

Conference board of physicians in industry
Sec. F. L. Rector, 823 Case St., Evanston, Ill.

Conference of state sanitary engineers
Sec.-Treas. R. E. Tarbett, U.S. Public health service, "C" Bldg., 16 7th St., S.W., Washington, D.C.

Cooperative league of the United States of America
Sec. Cedric Long, 167 W. 12th St., New York

Copper and brass research association
Mgr. William A. Willis, 25 Broadway, New York

Copper export association
Sec. C. W. Welch, 25 Broadway, New York

Copper institute
Sec. R. R. Eckert, 25 Broadway, New York

Cost association of the paper industry
Now Cost department of American paper and pulp association

Cotton-textile institute, inc.
Sec. Paul B. Halstead, 320 Broadway, New York

Credit associations
A directory of the branch officers of the National association of credit men is published in Credit and Financial Management, Dec, 1931

Detroit bureau of governmental research
Sec. Miss Janet B. Hunter, 51 W. Warren Ave., Detroit

Diesel engine manufacturers' association
Sec.-Treas. M. J. Reed, 30 Church St., New York

Direct mail advertising association
Sec. Frank L. Pierce, 2227 Barlum Tower, 60 Cadillac Square, Detroit

Domestic sugar producers' association
National Press Bldg., 14th and F Sts., N.W., Washington, D.C.

Douglas fir plywood institute
Sec. William L. Rawn, 520 Washington Bldg., 1023 Pacific Ave., Tacoma, Wash.

Drop forge supply association
Sec.-Treas. A. L. Wurster, 1020 Drexel Bldg., Philadelphia

Druggists' research bureau
Sec. E. L. Newcomb, 51 Maiden Lane, N.Y.

Eastern railroad association
Sec. E. N. Bessling, 614 F St., N.W., Washington, D.C.

Educational research association
Sec. William S. Gray, College of Education, Univ. of Chicago, Chicago

Electric association
Mgr. Ralph S. Steffens, 20 N. Wacker Drive, Chicago

Electric associations
A complete directory of electrical associations with names and addresses of secretaries is published in the first issue of each volume of the Electrical World in January and July

Electric steel founders' research group
Director. R. A. Bull, 541 Diversey Parkway, Chicago

Electrical porcelain manufacturers association
Sec. A. M. Ferry, Chandler Bldg., Washington, D.C.

Electrochemical society (formerly American electrochemical society)
Sec. Colin G. Fink, Columbia University, New York

Employing printers' association of America
53 W. Jackson Blvd., Chicago

Engineering foundation, inc.
Dir. Alfred D. Flinn, 29 W. 39th St., New York

Engineering institute of Canada
Sec. Richard John Durley, 2050 Mansfield St., Montreal, Quebec

Engineers' club of Philadelphia
Sec. Chas. E. Billin, 1317 Spruce St., Philadelphia

Engineers' society of western Pennsylvania
Sec. K. F. Treschow, William Penn Hotel, Pittsburgh

Evaporated milk association
Sec. Frank E. Rice, 203 N. Wabash Ave., Chicago

Eyesight conservation council of America, inc.
National Press Bldg., Washington, D.C.

Federated societies on planning and parks
Exec.-Sec. Miss Harlean James, 904 Union Trust Bldg., Washington, D.C.

Feldspar grinders institute, inc.
Commissioner. W. J. Parker, 7 E. 44th St., New York

Financial advertisers' association
Sec. Preston E. Reed, 231 S. LaSalle St., Chicago

Food research institute
Stanford University, Calif.

Foundry associations
Foundry association directory, giving names and addresses of presidents and secretaries and time of meetings, is published in Foundry

Franklin institute of the state of Pennsylvania
Sec. Dr. Howard McClenahan, 15 S. 7th St., Philadelphia

Gas associations
A list of the principal gas associations, with place and date of annual meeting and name and address of secretaries, is published in weekly numbers of Gas Age

Gas products association
240 E. Ontario St., Chicago

Geological society of America
Sec. Charles P. Berkey, Columbia University, New York

Glass container association of America
Business Mgr. C. R. Stevenson, 19 W. 44th St., New York

Glycerine producers' association
Mgr. Roscoe C. Edlund, 45 E. 17th St., New York

Governmental research association
Sec. Russell Forbes, 261 Broadway, New York

Great Lakes protective association
Sec. George A. Marr, Rockefeller Bldg., Cleveland, O.

Great Lakes-St Lawrence tidewater association
Sec. Chas. P. Craig, 521 Munsey Bldg., Washington, D.C.

Gypsum association (formerly Gypsum institute)
Sec. H. J. Schweim, 211 West Wacker Drive, Chicago

Heating and piping contractors' national association
Sec. Joseph C. Fitts, 50 Union Square, East, New York

Heating board of trade of New York
Sec. Wm. E. Taylor, 101 Park Ave., New York

Highway education board
Sec. Pyke Johnson, 1723 N Street, N.W., Washington, D.C.

Highway research board
See the National research council

Hollow metal manufacturers' association
Sec. C. F. Burt, Room 2509, Chanin Bldg., New York

Hydraulic society
Sec. C. H. Rohrbach, 90 West St., New York

Illuminating engineering society
Sec. E. H. Hobbie, 29 W. 39th St., New York

Independent oil men of America
Exec.-Sec. C. Y. Hinchey, 205 W. Wacker Drive, Chicago

Industrial truck association
Sec. C. B. Crockett, 60 E. 42d St., New York

Institute for economic research (formerly Institute for research in land economics and public utilities)
Dir. Dr. Richard T. Ely, 333 E. Chicago Ave., Chicago

Institute for government research
Dir. W. F. Willoughby, 722 Jackson Place, N.W., Washington, D.C.

Institute for public service
Dir. William H. Allen, 53 Chambers St., New York

Institute for research in land economics and public utilities
Now Institute for economic research

Institute of American meat packers
Pres. William W. Woods, 506 S. Wabash Ave., Chicago

Institute of carpet manufacturers of America, inc.
Sec. King Hoagland, Chrysler Bldg., New York

Institute of economics
722 Jackson Place, N.W., Washington, D.C.

Institute of international finance
Dir. John T. Madden, 90 Trinity Place, New York

Institute of makers of explosives
Sec. C. Stewart Comeaux, 103 Park Ave., New York

Institute of marine engineers
Asst. Sec. D. C. Curling, 85/88 The Minories, London, E. 1, England

Institute of radio engineers, inc.
Sec. Harold P. Westman. 33 W. 39th St., New York

Institute of scrap iron and steel
Sec. Walter Erman, Erman-Howell & co., 332 S. Michigan Ave., Chicago

Insurance organizations
A complete list of insurance organizations of all kinds, national, state, and local, together with reports of the activities of the more important organizations, is published in the Spectator December 10, sec 2, 1931

International acetylene association
Sec. A. Cressy Morrison, 30 E. 42d St., New York

International association of electrical inspectors
Sec. Victor H. Tousley, 612 N. Michigan Ave., Chicago

International association of electrotypers of America
Sec. Hamilton E. MacArthur, 949 Leader Bldg., Cleveland

International association of fire chiefs
Sec. James J. Mulcahey, 24 W. 40th St., New York

International association of ice cream manufacturers
Acting Exec.-Sec. Robert C. Hibben, 423 Telegraph Bldg., Harrisburg, Pa.

International association of industrial accident boards and commissions
Sec.-Treas. Ethelbert Stewart, U.S. Bureau of Labor Statistics, 1712 G St., Washington, D.C.

International association of municipal electricians
Sec. W. H. Harth, Columbia, S.C.

International association of printing house craftsmen
Sec. L. M. Augustine, 3117 White Ave., Hamilton, Baltimore, Md.

International association of public employment services
Sec. B. C. Seiple, Room 8, City Hall, Cleveland

International association of street sanitation officials
Sec. 923 E. 60th St., Chicago

International bureau of weights and measures
Dir. C. E. Guillaume, Pavillon Breteuil, Sèvres, Seine-et-Oise, France

International chamber of commerce
General Sec. Dr Edouard Dolléans, 38, Cours Albert Premier, Paris, France
Manager, American Section, John P. Gregg, 1615 H St., N. W., Washington, D.C.

International city managers' association
Exec.-Sec. Clarence E. Ridley, 923 E. 60th St., Chicago

International commission on illumination
Asst. Sec. J. W. T. Walsh, National Physical Laboratory, Teddington, Eng.
Pres. U.S. National committee, G. H. Stickney, Nela Park, Cleveland, Ohio
Meetings are held every three years

International conference on large high tension electric systems
Sec.-General. J. Tribot Laspière, 25 Boulevard Malesherbes, Paris, France

International electrotechnical commission
General Sec. C. le Maistre, 28 Victoria St, Westminster, London, S.W.
International body formed of 26 national electrotechnical committees

International federation for housing and town planning
Sec. H. Chapman, 25 Bedford Row, London, W.C. 1, England

International federation of the technical press
Exec.-Sec. 38, Cours Albert-Ier, Paris, France

International fixed calendar league
Sec. Miss L. Prins, 1 Regent St., London, S.W. 1, England
See also National committee on calendar simplification for the United States

International management institute
Sec. 2, Boulevard du Théâtre, Geneva, Switzerland

International organization of industrial employers
33 Rue Ducale, Brussels, Belgium

International railroad master blacksmiths' association
Sec.-Treas. William J. Mayer, 2347 Clark Ave., Detroit

International railway congress
Sec. P. Ghilain, 74 Rue du Progres, Brussels, Belgium

International railway fuel association
Sec. C. T. Winkless, Room 707, LaSalle Street station, Chicago

International railway general foremen's association
Sec. William Hall, 1061 W. Wabash St., Winona, Minn.

International shipping conference
Sec. H. M. Cleminson, 28 St Mary Ave., London, E.C. 3, England

International society of master painters and decorators, inc.
Sec. E. J. Bush, 127 N. Jefferson Ave., Peoria, Ill.

International standards association
Gen. Sec. A. Huber-Ruf, Stalentorweg 57, Basle, Switzerland

International street and interurban railway association (Central Europe)
Sec. Dr. Arthur Ertel, Favoritenstrasse 9, Vienna

International tramway, light railway and bus association
Sec. A. de Bacher, 112 Rue du Trône, Brussels

International typographical union
Sec. Woodruff Randolph, 2820 N. Meridian St., Indianapolis, Ind.

International union of chemistry
Pres. Prof. Einar Biilmann, Copenhagen, Denmark

International union of operating engineers
Sec.-Treas. Dave Evans, 1003 K Street, N.W., Washington, D.C.

International union of woodworkers
Sec. Fritz Tarnow, Am Köllnischen Park 2, Berlin

Investment bankers' association of America
Exec.-Vice Pres. Alden H. Little, 33 S. Clark St., Chicago

Iron and steel institute
Sec. G. C. Lloyd, 28 Victoria St., London, S.W. 1, England

Joint committee of national utility associations
Sec. Stephen Davis, 420 Lexington Ave., New York

Labor research association
Exec.-Sec. Robert W. Dunn, 80 E. 11th St., New York

Lacquer institute
Sec.-Treas. H. B. Sweatt, 55 W. 42d St., New York

Lake carriers' association
Sec.-Treas. George A. Marr, Rockefeller Bldg., Cleveland, O.

Laundryowners national association of the United States and Canada
Gen. Mgr. W. E. Fitch, Box 1187, Joliet, Ill.

Lead industries association
Sec. Felix E. Wormser, 420 Lexington Ave., New York

Life insurance sales research bureau
Mgr. John M. Holcombe, jr., 6 Myrtle St., Hartford, Conn.

Life office management association
Sec. F. L. Rowland, Box 346, Fort Wayne, Ind.

Lincoln highway association
Sec. Gale S. Hoag, 143 General Motors Bldg., Detroit

Linseed association of New York
Sec. T. J. Hastings, 114 Water St., New York

Lithographers national association, inc.
Sec. Maurice Saunders, 104 Fifth Ave., New York

Malleable iron research institute, inc.
Sec. Robert E. Belt, Union Trust Bldg., Cleveland

Manufacturers' aircraft association
Sec. Walter C. Davis, 300 Madison Ave., New York

Manufacturers' research association
Sec.-Treas. R. L. Tweedy, 60 Batterymarch St., Boston

Manufacturing chemists' association of the United States
Sec. W. N. Watson, 1121 Woodward Bldg., Washington, D.C.

Marine associations
A list of marine societies, giving names and addresses of presidents and secretaries, is published in monthly numbers of Marine Engineering

Master boilermakers' association
Sec. Albert F. Stiglmeier, 29 Parkwood St., Albany, N.Y.

Master car builders' and supervisors' association
See Car department officers association

Mathematical association of America, inc.
Sec. W. D. Cairns, Peters Hall, Oberlin, Ohio

Merchants' association of New York
Sec. S. C. Mead, 233 Broadway, New York

Metric association
Sec. Howard Richards, 156 Fifth Ave., New York

Mine inspectors institute of America
Sec. C. A. McDowell, Pittsburgh Coal Co., Box 64, Pittsburgh

Mineralogical society of America
Sec. Prof. Frank R. Van Horn, Case School of Applied Science, Cleveland

Mining and metallurgical society of America
Sec. Percy E. Barbour, 75 West St., New York

Mining associations
List of trade associations connected with United States mining industries is published in Engineering and Mining Journal, February 9, 1931, p. 141

Motor and equipment manufacturers' association
Sec. C. C. Secrist, Victor mfg. & gasket co., Chicago

Motor bus associations
A list of state associations together with the names and addresses of secretaries is published in Bus Transportation, February 1932, p. 102

Motor vehicle conference committee
Sec. Richard S. Armstrong, 366 Madison Ave., New York

Municipal administration service
Dir. Russell Forbes, 261 Broadway, New York

National academy of sciences
Asst. Sec. Paul Brockett, 2101 Constitution Ave., N.W., Washington, D.C.

National advisory committee for aeronautics
Sec. John F. Victory, Navy Bldg., 17th and B Sts., N.W., Washington, D.C.

National aeronautic association of the United States
Sec. H. Ralph Badger, 1909 Massachusetts Ave, N.W., Washington, D.C.

National association of broadcasters, inc.
Mng. Dir. Philip G. Loucks, 970 National Press Bldg., Washington, D.C.

National association of builders' exchanges
Sec. Earl F. Stokes, 629 Bond Bldg., Washington, D.C.

National association of building owners and managers
Sec. Lewis B. Ermeling, 134 S. LaSalle St., Chicago

National association of certified public accountants
Sec. Allen R. Harrison, 1340 New York Ave., Washington, D.C.

National association of commercial organization secretaries
Sec.-Treas. Gerrish Gassaway, Chamber of Commerce, Wilmington, Del.

National association of cost accountants
Sec. Stuart C. McLeod, 1790 Broadway, New York

National association of cotton manufacturers
Sec. Russell T. Fisher, 80 Federal St., Boston

National association of credit men
Exec.-Mgr. Henry H. Heimann, 1 Park Ave., New York

National association of dyers and cleaners of the United States and Canada
Mng. Dir. Paul C. Trimble, Silver Spring, Md.

National association of engine and boat manufacturers
Sec. Ira Hand, 420 Lexington Ave., New York

National association of farm equipment manufacturers
Sec. H. J. Sameit, 608 S. Dearborn St., Chicago

National association of finance companies
Sec. C. C. Hanch, 333 N. Michigan Ave., Chicago

National association of flat rolled steel manufacturers
Sec.-Vice Pres. A. N. Flora, 511 Terminal Tower Bldg., Cleveland

National association of foremen
Sec. Edward H. Tingley, 1249 U. B. Bldg., Dayton, Ohio

National association of ice industries
Sec. Leslie C. Smith, 163 W. Washington St., Chicago

National association of manufacturers of heating and cooking appliances
Sec. Allen W. Williams, 3440 A. I. U. Bldg., Columbus, O.

National association of manufacturers of the United States of America
Sec. J. Lewis Benton, 11 W. 42d St., New York

National association of marble dealers
Sec. Victor Mosel, 721 Rockefeller Bldg., Cleveland

National association of marine engineers of Canada
Sec. W. A. MacDonald, 62 Albert St., Halifax, N.S.

National association of master plumbers
Sec. J. Preston Perham, 26 Cypress St., West Roxbury, Mass.

National association of motor bus operators
Sec. John M. Meighan, Mills Bldg., Washington, D.C.

National association of music merchants
Exec.-Sec. Delbert L. Loomis, 45 W. 45th St., New York

National association of mutual insurance companies
Sec. Harry P. Cooper, 910-12 Illinois Bldg., Indianapolis, Ind.

National association of mutual savings banks
Sec. John W. Sandstedt, 347 Madison Ave., New York

National association of ornamental iron and bronze manufacturers
Exec.-Sec. Thomas R. Charshee, 1331 G St., N.W., Washington, D.C.

National association of power engineers, inc.
Sec. Frederick A. Raven, 417 S. Dearborn St., Chicago

National association of practical refrigerating engineers
Sec. Edward H. Fox, 435 N. Waller Ave., Chicago

National association of purchasing agents
Sec. G. A. Renard, 11 Park Place, New York

National association of railroad and utilities commissioners
Sec. James B. Walker, 270 Madison Ave., New York

National association of railroad tie producers
Sec. Roy M. Edmonds, 1252 Syndicate Trust Bldg., St Louis

National association of real estate boards
Sec. Herbert U. Nelson, 59 E. Van Buren St., Chicago

National association of securities commissioners
Sec. W. T. Stockard, Com. of Securities, State of Missouri, Room 204, Capitol Bldg., Jefferson City, Mo.

National association of sheet metal contractors
Sec. W. C. Markle, 336 Fourth Ave., Pittsburgh

National association of sheet metal distributors
Sec. George A. Fernley, 505 Arch St., Philadelphia

National association of waste material dealers
Sec. Charles M. Haskins, 1109 Times Bldg., New York

National association of wool manufacturers
Sec. Walter Humphreys, 80 Federal St., Boston

National automobile chamber of commerce
Gen. Mgr. Alfred Reeves, 366 Madison Ave., New York

National automobile dealers' association
Sec.-Gen. Mgr. C. A. Vane, 75 E. Wacker Drive, Chicago

National automotive parts association
Sec. Chas. H. Davis, 120 Madison Ave., Detroit, Mich.

National battery manufacturers association
Sec. W. J. Parker, 7 E. 44th St., New York

National better business bureau, inc.
Sec.-Treas. S. A. Weisenberger, 405 Lexington Ave., New York

National board of boiler and pressure vessel inspectors
Sec. C. O. Myers, 14 Commercial National Bank Bldg., Columbus, Ohio

National board of fire underwriters
Gen.-Mgr. W. E. Mallalieu, 85 John St., New York

National bottled gas association
Sec. Richard F. Ely, Island Home Commodities, Inc., Hicksville, N.Y.

National brick manufacturers' association
Now Structural clay products division of the American ceramic society

National brick manufacturers' research foundation
Sec. Douglas F. Stevens, 412 Adams Bldg., Danville, Ill.

National building industries bureau
Sec. H. S. Sackett, 228 N. LaSalle St., Chicago

National bureau of casualty and surety underwriters
Sec. L. L. Hall, 1 Park Ave., New York

National bureau of economic research, inc.
Exec.-Sec. Gustave R. Stahl, 51 Madison Ave., New York

National canners association
Sec. Frank E. Gorrell, 1739 H St., N.W., Washington, D.C.

National chain store association
Sec. Robert W. Lyons, 205 E. 42nd St., New York

National cinder concrete products association
Sec.-Treas. Harry H. Longenecker, 1600 Arch St., Philadelphia

National civic federation
Chairman, Ralph M. Easley, 570 Lexington Ave., New York

National clay products industries association
Sec. H. A. Jung, 111 W. Washington St., Chicago

National coal association
Exec.-Sec. C. B. Huntress, 803 Southern Bldg., Washington, D.C.

National committee on calendar simplification for the United States
Sec. O. N. Solbert, 343 State St., Rochester, N.Y.

National concrete products association
Now Concrete masonry association

National conference of business paper editors
Sec. T. H. Ormsbee, 295 Madison Ave., New York

National conference on city planning
Sec. Flavel Shurtleff, 130 E. 22d St., New York

National conference on pharmaceutical research
Sec. John C. Krantz, jr., 307 W. Pratt St., Baltimore, Md.

National conference on state parks
Sec. Herbert Evison, 905 Union Trust Bldg., Washington, D.C.

National conference on street and highway safety
Sec. A. W. Koehler, 1615 H St., N.W., Washington, D.C.

National convention of insurance commissioners
Sec. A. S. Caldwell, Nashville, Tenn.

National cottonseed products association
Sec. Earl S. Haines, 2610 Sterick Bldg., Memphis, Tenn.

National council of American importers and traders, inc.
Sec. Frank Van Leer, jr., 45 E. 17th St., New York

National council of American shipbuilders
Sec. C. C. Knerr, 11 Broadway, New York

National crushed stone association
Sec. J. R. Boyd, Merchandise Bldg., 1735 14th St., N.W., Washington, D.C.

National die and special tool builders association
Sec. George R. Tuthill, 40 N. Wells St., Chicago

National district heating association
Sec. D. L. Gaskill, 603 S. Broadway, Greenville, O.

National drainage conservation and flood control congress
Sec. T. W. Vinson, Kentucky Hotel, Louisville, Ky.

National editorial association
Sec. H. C. Hotaling, 1501 University Ave., St. Paul, Minn.

National electric light association
Sec. A. Jackson Marshall, 420 Lexington Ave., New York

National electrical credit association
Sec. Frederick A. Lind, 1008 Marquette Bldg., 140 S. Dearborn St., Chicago

National electrical manufacturers' association
Managing Dir. A. W. Berresford, 420 Lexington Ave., New York

National electrical wholesalers' association
Sec. E. Donald Tolles, 165 Broadway, New York

National federation of radio associations (inc.)
Exec.-Vice Pres. H. G. Erstrom, 32 W. Randolph St, Chicago

National federation of remedial loan associations
Sec. John E. Ryan, 1249 Griswold St., Detroit, Mich.

National fertilizer association
Exec.-Sec. Charles J. Brand, 616 Investment Bldg., 15th and K Sts., N.W., Washington, D.C.

National fire protection association
Chairman, Electrical Committee. A. R. Small, 109 Leonard St., New York
Sec. Franklin H. Wentworth, 40 Central St., Boston

National fire waste council
Sec. R. M. Clark, 1615 H St., N.W., Washington, D.C.

National foreign trade council
Sec. O. K. Davis, India House, 1 Hanover Sq., New York

National founders' association
Sec. J. M. Taylor, 29 S. LaSalle St., Chicago

National gift and art association
Sec. W. S. Hays, 644 Drexel Bldg., Philadelphia

National hardware association of the United States
Sec. George A. Fernley, 505 Arch St., Philadelphia

National hardwood lumber association
Sec. L. S. Beale, 2408 Buckingham Bldg., Chicago

National health council
Sec. T. C. Edwards, 370 Seventh Ave., New York

National housing association
Sec. Lawrence Veiller, 105 E. 22d St., New York

National industrial advertisers' association
Sec. Treas. R. Davison, 413 Graybar Bldg., 420 Lexington Ave., New York

National industrial conference board, inc.
Sec. James M. Robertson, 247 Park Ave., New York

National industrial council
Sec. Michael J. Hickey, 11 West 42d St., New York

National lime association
Mgr. Norman G. Hough, 927 15th St., N.W., Washington, D.C.

National lumber manufacturers' association
Sec. Wilson Compton, 702 Transportation Bldg., 17th and H Sts., N.W., Washington, D.C.

National machine-tool builders' association
Gen.-Mgr. Boyd Fisher, 1415 Enquirer Bldg., 617 Vine St., Cincinnati

National merchant marine association
Sec. R. F. Clerc, 830-832 Munsey Bldg., Washington, D.C.

National metal trades association
Sec. J. E. Nyhan, 122 S. Michigan Ave., Chicago

National municipal league
Sec. Russell Forbes, 261 Broadway, New York

National museum of engineering and industry
Sec. H. F. J. Porter, 17 E. 42d St., New York

National office management association
Sec. H. C. Pennicke, 630 E. 52d St., Indianapolis, Ind.

National paint, oil and varnish association, inc.
Gen. Mgr. George V. Horgan, 2201 New York Ave., N.W., Washington, D.C.

National paper trade association of the United States
Exec.-Sec. A. H. Chamberlain, 420 Lexington Ave., New York

National parks association
Sec. Robert S. Yard, Wilkins Bldg., Washington, D.C.

National paving brick manufacturers' association
Managing Dir. G. F. Schlesinger, Suite 1245 National Press Bldg., Washington, D.C.

National petroleum association
Gen. Counsel, Fayette B. Dow, Munsey Bldg., Washington, D.C.

National pipe and supplies association
Sec. R. Kennedy Hanson, 914 Clark Bldg., Pittsburgh

National publishers' association
Exec.-Sec. George C. Lucas, 15 W. 37th St., New York

National ready-mixed concrete association
Sec. V. P. Ahearn, 545 Munsey Bldg., Washington, D.C.

National research council
Sec. Vernon Kellogg, 2101 Constitution Ave., N.W., Washington, D.C.
Dir. Highway research board, Roy W. Crum, 2101 Constitution Ave., Washington, D.C.

National research council (of Canada)
Sec. S. P. Eagleson, 178 Queen St., Ottawa, Canada

National retail dry goods association
Mng. Dir. Channing E. Sweitzer, 225 W. 34th St., New York

National retail hardware association
Managing Dir. H. P. Sheets, 915 Meyer-Kiser Bldg., Indianapolis, Ind.

National retail lumber dealers association
Sec.-Mgr. Adolph Pfund, 326 W. Madison St., Chicago

National rivers and harbors congress
Sec. S. A. Thompson, 824 Colorado Bldg., Washington, D.C.

National safety council
Managing Dir. W. H. Cameron, 20 N. Wacker Drive, Chicago

National sand and gravel association, inc.
Sec. V. P. Ahearn, Suite 545, Munsey Bldg., Washington, D.C.

National scale men's association
Sec. C. L. Richard, 5800 W. 69th St., Chicago

National screw thread commission
Sec. H. W. Bearce, Bureau of Standards, Washington, D.C.

National silo research council
Sec. A. L. Haecker, 806 First National Bank Bldg., Lincoln, Neb.

National slag association
Sec. H. J. Love, 937 Leader Bldg., Cleveland

National slate association
Sec. W. S. Hays, 644 Drexel Bldg., Philadelphia

National standard parts association
Sec. Robert Macfee, 1304 Eaton Tower, Detroit

National supply and machinery distributors' association
Sec.-Treas. George Fernley, 505 Arch St., Philadelphia

National tax association
Sec. W. G. Query, State Official Bldg., Columbia, S.C.

National terra cotta society
Sec. W. F. Lockhardt, 230 Park Ave., New York

National vocational guidance association
Sec. Helen Dernbach, School administration Bldg., South Bend, Ind.

National warm air heating association
Mng. Dir. Allen W. Williams, 174 E. Long St., Columbus, O.

National wholesale druggists' association
Sec. E. L. Newcomb, 51 Maiden Lane, New York

National wholesale grocers association of the United States
Sec. M. L. Toulme, 6 Harrison St., New York

Natural gasoline association of America
Sec. Ray E. Miller, 819 Wright Bldg., Tulsa, Okla.

New England foundrymen's association
Sec. Fred S. Stockwell, 205 Broadway, Cambridgeport, Mass.

New England gas association
Sec. C. D. Williams, 41 Mt. Vernon St., Boston

New England road builders' association
Sec. Frederick Hoitt, 69 Broad St., Boston

New England waterworks association
Sec. Frank J. Gifford, 715 Tremont Temple, Boston

Newspaper advertising executives association
Sec. Robert A. Wolfe, 30 West Washington St., Indianapolis, Ind.

Non-ferrous ingot metal institute
Sec. R. D. T. Hollowell, Room 1502, 308 W. Washington St., Chicago

North Central electric association
Sec. John Lapham, 803 Plymouth Bldg., Minneapolis, Minn.

Oil associations
Roster of oil associations is published in National Petroleum News, March 4, 1931, p. 202

Oil heating institute
Exec.-Sec. Harry Tapp, 342 Madison Ave., New York

Optical society of America
Sec. L. B. Tuckerman, Bureau of Standards, Washington, D.C.

Outdoor advertising association of America
Sec. Joseph Harris, Builders Bldg., 165 W. Wacker Drive, Chicago

Pacific coast gas association
Mng. Dir. Clifford Johnstone, 447 Sutter St., San Francisco

Paper bag manufacturers institute
Sec. Hugh M. Wright, 11 W. 42nd St., New York

Paperboard industries association
Gen. Mgr. G. R. Browder, 608 S. Dearborn St., Chicago

Paper trade associations
Report of the annual meetings and lists of officers for the coming year of the various associations connected with the paper trade are to be found in Paper trade journal for February 18, 1932

Permanent international association of navigation congresses
Gen. Sec. J. Millecam, 38 Rue de Louvain, Brussels, Belgium
Sec., American Section, Lt. Col. J. J. Loving, 2848 Munitions Bldg., Washington, D.C.

Personnel research federation
Sec. Paul S. Achilles, 29 W. 39th St., New York

Pine institute of America, inc.
Sec. Carl F. Speh, 1521 Barnett National Bank Bldg., Jacksonville, Fla.

Plumbers' associations
A list of the various state associations, with convention dates, is found in the biweekly numbers of Domestic Engineering

Plumbing and heating industries' bureau
Sec. E. L. Flentje, 35 E. Wacker Drive, Chicago

Port of New York authority
Sec. Wilson J. Vance, 75 West St., New York
A public body created by compact between the states of New York and New Jersey

Portland cement association
Sec. Wm. M. Kinney, 33 W. Grand Ave., Chicago

Public ownership league of America
Sec. C. D. Thompson, 127 N. Dearborn St., Chicago

Public utilities advertising association
Sec. R. E. Hass, 41 Irving Pl., New York

Radio club of America
Sec. Willis K. Wing, 55 W. 42d St., New York

Radio manufacturers' association, inc.
Exec. Vice-Pres. Bond P. Geddes, 11 W. 42d St., New York

Railway accounting officers association
Sec. E. R. Woodson, 1124 Woodward Bldg., Washington, D.C.

Railway and locomotive historical society
Corres.-Sec. F. W. Martin, Baker Library, Harvard Business School, Boston

Railway associations
A list of important railway associations, with convention dates and secretaries, is to be found in the first number of each month of the Railway Age

A list of mechanical associations and railway clubs, giving names of secretaries, dates and places of meetings, is published in monthly numbers of Railway mechanical engineer

Railway business association
Sec. Frank W. Noxon, 1112 Shoreham Bldg., Washington, D.C.

Railway supply manufacturers' association
Sec. J. D. Conway, 1841 Oliver Bldg., Pittsburgh, Pa.

Regional plan of New York and its environs
Sec. Lawrence M. Orton, 130 E. 22d St., New York

Retail research association
Sec. Dir. P. J. Reilly, 1440 Broadway, New York

Rocky Mountain association of petroleum geologists
Sec. W. A. Waldsch, Denver, Colo.

Royal architectural institute of Canada
Sec. Alcide Chaussé, 30 St. James St., West Montreal, Quebec

Royal institute of British architects
Sec. Ian Macalister, 9 Conduit St., London, W. 1., England

Rubber manufacturers association, inc.
Sec. A. L. Viles, 250 W. 57th St., New York

Russian association of engineers, inc.
Sec. Ivan A. Swidlo, 23 E. 26th St., New York

Sand-lime brick association
Sec. Miss Ellen Knight, 321 N. Hamilton St., Saginaw, Mich.

Science service, inc.
Sec. Watson Davis, 2110 Constitution Ave., N.W., Washington, D.C.

Scientific apparatus makers of America
Sec. John M. Roberts, 100 N. LaSalle St., Chicago

Seismological society of America
Sec. S. D. Townley, Stanford University, Cal.

Silk association of America, inc.
Sec. Ramsay Peugnet, 468 Fourth Ave., New York

Social science research council
Sec. Robert S. Lynd, 230 Park Ave., New York

Society for electrical development, inc.
Sec. J. Smieton, jr., Graybar Bldg., 420 Lexington Ave., New York

Society for the promotion of engineering education
Sec. Dean F. L. Bishop, University of Pittsburgh, Pittsburgh, Pa.

Society of American military engineers
Sec. Lt. Col. J. N. Hodges, 808 Mills Bldg., Washington, D.C.

Society of automotive engineers
Sec. John A. C. Warner, 29 W. 39th St., New York

Society of chemical industry
Gen.-Sec. H. J. Pooley, 46 Finsbury Square, London, EC.2, England
Sec. (American Section) Foster D. Snell, 130 Clinton St., Brooklyn, N.Y.

Society of economic geologists
Sec.-Treas. Edward Sampson, Princeton University, Princeton, N.J.

Society of industrial engineers
Sec. George C. Dent, 205 W. Wacker Drive, Chicago

Society of motion picture engineers
Sec. J. H. Kurlander, 33 W. 42d St., New York

Society of motor manufacturers and traders, ltd.
Sec. 83 Pall Mall, London, S.W.1, England

Society of naval architects and marine engineers
Sec.-Treas. H. Gerrish Smith, 29 W. 39th St., New York

Society of rheology
Sec. A. Stuart Hunter, DuPont Rayon Co., Buffalo, N.Y.

Society of terminal engineers
Sec. Charles H. Newman, 30 Broad St., New York

Southern gas association
Sec.-Treas. J. M. Stone, Alabama Natural Gas Corporation, 1411 Watts Bldg., Birmingham, Ala.

Southern metal trades association
Sec. W. E. Dunn, jr., Hurt Bldg., Atlanta, Ga.

Southern newspaper publishers' association
Manager. Cranston Williams, News Bldg., Chattanooga, Tenn.

Southern pine association
Sec. H. C. Berckes, 600 Interstate Bank Bldg., New Orleans, La.

Southern supply and machinery distributors' association
Sec.-Treas. Alvin M. Smith, 7th & Bainbridge Sts., Richmond, Va.

Southern textile association
Sec.-Treas. Walter C. Taylor, 908 Johnston Bldg., Charlotte, N.C.

Southwest waterworks association
Sec.-Treas. Lewis A. Quigley, City Water works, Fort Worth, Texas

Southwestern public service association
Sec. E. N. Willis, 530 13th St., S E., Brownsville, Texas

Stable money association
Sec. Charles W. Birtwell, 104 Fifth Ave., New York

State sanitary engineers
See Conference of state sanitary engineers

Steel castings development bureau
Research Dir. George Batty, 502 Stock Exchange Bldg., Philadelphia

Steel founders' society of America
Sec. Granville P. Rogers, 932 Graybar Bldg., 420 Lexington Ave., New York

Structural clay products division of the American ceramic society
Sec. Marion Blair, Manufacturers Equipment Co., Dayton, Ohio

Structural clay tile association
Sec. Edward C. Kerth, 205 W. Wacker Drive, Chicago, Ill.

Structural steel board of trade, inc.
Sec. B. Rapalyea, Room 3002, Grand Central Terminal, New York

Sulphonated oil manufacturers' association
Sec. H. B. Sweatt, 55 W. 42d St., New York

Synthetic organic chemical manufacturers' association of the United States
Sec. C. A. Mace, 1 Madison Ave., New York

Tanners council of America
Sec. James L. Nelson, 41 Park Row, New York

Tap and die institute
Sec. Herbert T. Blake, 74 Trinity Place, New York

Taylor society
Mng. Dir. H. S. Person, 29 W. 39th St., New York

Technical association of the pulp and paper industry
Sec. Ronald G. Macdonald, 370 Lexington Ave., New York

Textile associations
Textile calendar is published in weekly numbers of Textile World

Textile color card association of the United States, inc.
Managing Dir. Margaret H. Rorke, 200 Madison Ave., New York

Textile converters' association
Sec. Samuel M. Fisher, 291 Broadway, New York

Textile exhibitors' association
Sec. Chester I. Campbell, 329 Park Square Bldg., Boston

Tire and rim association of America, inc.
Sec. C. E. Bonnett, 1401 Guarantee Title Bldg., Cleveland, O.

United roofing contractors association
Sec. E. M. Pope, 58 W. Washington, St., Chicago

United States good roads association
Dir. J. A. Rountree, 3200 Cliff Road, Birmingham, Ala.

United States potters' association
Sec.-Treas. Charles F. Goodwin, 4th & Market Sts., East Liverpool, Ohio

United States shellac importers association, inc.
Sec. Laurence W. Babbage, 17 State St., New York

United typothetae of America
Sec. John J. Deviny, Tower Bldg., 14th and K Sts., N.W., Washington, D.C.

Universal craftsmen council of engineers
Sec. Thomas H. Jones, 33 Linden Ave., Cherrydale, Va.

Wallpaper association of the United States
Exec.-Sec. E. D. Belknap, 10 E. 40th St., New York

Washington academy of sciences
Corr.-Sec. Paul E. Howe, Bureau of animal industry, Washington, D.C.

Western glass and pottery association
Sec. F. A. H. Lang, 236 Beach Ave., Cambridge Springs, Pa.

Western ice manufacturers' association
Sec.-Treas. Charles K. Wood, 623 Skukert Bldg., Kansas City, Mo.

Western petroleum refiners association
Sec. A. V. Bourque, 607 Cosden Bldg., Tulsa, Okla.

Western railway club
Sec. J. H. Nash, 343 S. Dearborn St., Chicago

Western society of engineers
Sec. Edgar S. Nethercut, Room 1200, 205 W. Wacker Drive, Chicago

Western statistical association
Sec. J. C. Bennett, 775 Subway Terminal Bldg., Los Angeles

Wholesale dry goods institute
Sec. Henry Matter, 40 Worth St., New York

Wood chemical institute
Sec. J. A. McCormack, Olean, N.Y.

Wool institute, inc.
Disbanded July, 1931

World calendar association, inc.
Pres. Elisabeth Achelis, 485 Madison Ave., New York

Writing paper manufacturers association
Sec. Emmet H. Naylor, 95 State St., Springfield, Mass.

Wrought iron research association
Sec. G. O. Boomer, 231 W. Main St., Louisville, Ky.

Bibliography

American year book, 1931. N.Y., American yr. bk. corp.
A list of Cognate societies is added at the end of each division.

Chamber of commerce of the state of New York
Classified list of trades and allied associations and publications in the city of New York with appendix of governmental offices. 50p N.Y., Chamber of commerce, 65 Liberty St., 1931

Chamber of commerce of the United States
Convention dates of trade associations, October 1931. 31p Chamber of commerce of the U.S., Washington, D.C.
Published March 1 and October 1 of each year.

Europa v. 1. Europa publications limited, 6 Duke St, Adelphi, W.C. 2
Contains a list of international associations

Municipal index, 1931. American city magazine corp., 470 4th Ave., N.Y. [published annually]
National and state organizations serving municipalities and local civic groups. p 830-4

National research council
Handbook of scientific and technical societies and institutions of the United States and Canada. 2d ed 352p Wash., National research council, 1930 (Bulletin 76)
List of industrial firms and trade associations supporting fellowships and scholarships. (In Fellowships and scholarships for advanced work in science and technology. Callie Hull and Clarence West.) p. 131-2 Wash. 1929 (Bulletin 72)

Public affairs information service
Directory of publishers and organizations. (In Annual cumulated bulletin, 1931, p. 21-33) N.Y., Public Affairs Information Service

United States Bureau of labor statistics
Personnel research agencies. 1930 ed 197p (Bulletin 518)

United States Bureau of standards
Standardizing activities of technical societies and trade associations. (In Standards yearbook, 1931, p279-362) (Miscellaneous pub. no. 119) U.S. Bureau of standards

United States Dept. of agriculture—Bureau of agricultural economics
List of international organizations interested in agriculture. Katharine Jacobs, comp. 16p. (typewritten) Wash., 1927 (Agricultural economics bibliography no. 22)

United States Dept. of commerce
Commercial and industrial organizations of the United States. Rev. ed., September, 1931. 386p Washington, D.C. '31 (Domestic commerce series no. 5)
Trade associations. (In Market research sources, 1932 ed. p. 255-77) Washington, D.C. '32 (Domestic commerce ser, no. 55)

United States Office of education
International educational associations and foundations and American associations—educational, civic, and learned. (In Educational directory, 1931, p. 122-54) U.S. Office of education. [Published annually]

World almanac, 1932. N.Y., World-Telegram
Associations and societies in the United States, p. 275-87 [Published annually]

See also lists published in the various trade periodicals. References to these will be found in the preceding list under the name of the industry, as Automobile, Concrete, Credit, Electric, Foundry, Gas, Insurance, Marine, Mining, Motor bus, Oil, Paper, Plumbing, Railway, etc.

List of Periodicals Indexed

Adv & Sell—Advertising and Selling. $3; single numbers 15c. bi-w Advertising & Selling Pub. Co., Inc., 9 E 38th St, New York.
A supplement, Advertising Arts, began with January 8, 1930 issue and was published quarterly. Changed to bi-monthly with January, 1931.

Adv Arts. See Adv & Sell

Aera—Aera. $2; single numbers 35c. m American Electric Railway Association, Johns-Manville Bldg., 292 Madison Av, New York.

Aero Digest—Aero Digest. $3; single numbers 35c. m Aeronautical Digest Pub. Corp., 220 W 42d St, New York.

Airway Age. $3; single numbers 35c. m Simmons-Boardman Pub. Co., 30 Church St, New York.
Weekly news edition not indexed.
Merged with Aviation Engineering, Flushing, Long Island, November 1931.

Am Arch—The American Architect. $5; single numbers 50c. m International Publications, Inc., 57th St, at 8th Av, New York.
Changed from semi-monthly to monthly with the August 20, 1929 number.

Am Assn of Textile Chemists and Colorists, Proceedings. Published in American Dyestuff Reporter.

Am Bankers Assn J—American Bankers Association Journal. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York.

Am Bld—American Builder and Building Age. $2; single numbers 25c. m American Builder Pub. Corp., 105 W. Adams St, Chicago, Ill.
Indexing began with merger with Building Age, October 1930.

Am Cer Soc J—American Ceramic Society Journal. $15; single numbers $1.50 m American Ceramic Society, 2525 N. High St, Columbus, Ohio.

Am Chem Soc J—Journal of the American Chemical Society. $7.50. m Charles L. Parsons, sec., Mills Bldg., 1709 G St, N.W., Washington, D.C.

Am Concrete Inst J—Journal of the American Concrete Institute. $12.50; single numbers $1.25. m (except Jl-Ag) American Concrete Institute, 641 New Center Bldg, Detroit, Mich.
Began publication as v 1 (Proceedings, v 26) November, 1929.

Am Concrete Inst Proc—American Concrete Institute. Proceedings. annual American Concrete Institute, 2970 W Grand Blvd, Detroit, Mich.
Published as Journal of the American Concrete Institute beginning November 1929.

Am Dyestuff Rep—American Dyestuff Reporter. $5. bi-w Howes Pub. Co., Inc., 440 4th Av, New York.
Includes Proceedings of American association of textile chemists and colorists.

Am Electrochem Soc Trans—American Electrochemical Society. Transactions. American Electrochemical Society, Columbia University, New York.
Preprints are indexed.
Name changed to The Electrochemical Society.

Am Gas Assn—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc., 420 Lexington Av, New York.

Am Gas Assn Mo—American Gas Association Monthly. $3. m American Gas Assn., 420 Lexington Av, New York.

Am Gas J—American Gas Journal. $2; single numbers 25c. m American Gas Journal, Inc., Dodge Bldg., 53 Park Pl, New York.

Am Ind—American Industries. $1; single numbers 15c. m National Manufacturers Co., 11 W 42d St, New York.
Temporarily suspended November, 1930.

Am Inst Chem Eng Trans—American Institute of Chemical Engineers. Transactions. annual American Institute of Chemical Engineers, Polytechnic Institute, Brooklyn, N.Y.; For sale by D. Van Nostrand Co., 250 4th Av, New York.

Am Inst E E J—Journal of the American Institute of Electrical Engineers. $10; single numbers $1. m American Institute of Electrical Engineers, 33 W 39th St, New York.
Name changed to Electrical Engineering, January, 1931.

Am Inst of Mining and Metallurgical Engineers. See Min & Met

Am J Sci—The American Journal of Science. $6; single numbers 50c. m American Journal of Science, New Haven, Conn.

Am Mach—American Machinist. $5; single number 25c. w McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Am Pet Inst Bul—American Petroleum Institute Bulletin. $12.50. irr 250 Park Av, New York.
Bulletins containing proceedings of the annual meeting of the Institute, and occasional weekly numbers are indexed.

Am Soc C E Proc—Proceedings of the American Society of Civil Engineers. $8; single numbers $1. m (except Je and Jl) American Society of Civil Engineers, 33 W 39th St, New York.

Am Soc Heat & V E J—Journal of the American Society of Heating and Ventilating Engineers. $3; single numbers 35c. m American Society of Heating and Ventilating Engineers, 51 Madison Av, New York.
Published as part of Heating-Piping and Air Conditioning beginning with May, 1929, number.

Am Soc M E J. See Mech Eng

Am Soc Steel Tr Trans—Transactions of American Society for Steel Treating. $5; single numbers $1. m American Society for Steel Treating, 7016 Euclid Av, Cleveland, Ohio.
Publication suspended with the beginning of Metal Progress August 1930; resumed November 1931.

Am Soc T M Proc—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 1315 Spruce St, Philadelphia.

Am Statis Assn J—Journal of the American Statistical Association. $6; single numbers $1.50 q American Statistical Association, Columbia Univ., New York.

Am Water Works Assn J—Journal of the American Water Works Association. $7. m American Water Works Assn., Mount Royal and Guilford Avenues, Baltimore, Md.

Ann Am Acad—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia.

Annalist—The Annalist. $7; single numbers 20c. w New York Times Co., Times Square, New York.

Arch & Bldg—Architecture and Building. $3; single numbers 30c. m William T. Comstock Co., 28 Warren St, New York.

Arch Forum—Architectural Forum. $7; single numbers $1 [Quarterly reference numbers $3] m Rogers and Manson Co., 220 E 42d St, New York.

Published in 2 pts. Pt. 1, Architectural design; Pt. 2, Engineering and business.

Arch Rec—Architectural Record. $3; single numbers 50c. m F. W. Dodge Corp., 119 W 40th St, New York.

Architecture—Architecture. $10; single numbers $1. m C. Scribner's Sons, 597 5th Av, New York.

Assn of Sp Lib & Inf Bur Proc—Association of Special Libraries and Information Bureaux Proceedings. 5s. Association of Special Libraries and Information Bureaux, 16 Russell Square, London, W. C. 1.

Automobile Eng—The Automobile Engineer. 30s 10d; Canadian subs 27s 7d; single numbers 2s. m Dorset House, Tudor St, London, E.C. 4.

Automotive Ind—Automotive Industries. $1; single numbers 25c. w Chilton Class Journal Co., Chestnut & 56th Sts, Philadelphia.

Aviation—Aviation. $3; single numbers 35c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Changed to a monthly with July, 1930.

Aviation Eng—Aviation Engineering. $2; single numbers 25c. m Aviation Engineering, Bank of Manhattan Co. Bldg., Flushing, L. I., New York.

Indexed beginning November 1931 when it absorbed Airway Age.

Aviation N—Aviation News. $5; single numbers 20c. w McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

Began publication July 12, 1930; discontinued October 25, 1930.

Bankers M—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co., 185 Madison Av, New York.

Bankers Mo—Bankers Monthly. $5; single numbers 50c. m Bankers Monthly, 270 Madison Av, New York.

Barron's—Barron's. $10; single numbers 25c. w Barron's, 130 Cedar St, New York.

Bell System Tech J—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co., 195 Broadway, New York.

Blast F & Steel Pl—The Blast Furnace and Steel Plant. $2; single numbers 25c. m Steel Publications, Inc., Thaw Bldg., 108 Smithfield St, Pittsburgh, Pa.

Bldg Age—Building Age and National Builder. $3; single numbers 50c. m National Building Publications Division of National Trade Journals, Inc., 521 Fifth Av, New York.

Merged with American Builder under name of American Builder and Building Age beginning October, 1930.

Boston Soc C E J—Journal of the Boston Society of Civil Engineers. $4; single numbers 50c. m (except Jl and Ag) Boston Society of Civil Engineers, 715 Tremont Temple, Boston.

Bradstreet's—Bradstreet's. $5; single numbers 15c. w Bradstreet Co., 148 Lafayette St, New York.

Brass W—Brass World Plating—Polishing—Finishing. $1; single numbers 10c. m Brass World Publishing Co., Inc., 1 Platt St, New York.

Brick & Clay Rec—Brick and Clay Record. $3; single numbers 25c. m Industrial Publications, Inc., 59 E Van Buren St, Chicago.

Changed from bi-weekly to monthly with November 1931 number.

Burroughs Clearing House—Burroughs Clearing House. m Burroughs Adding Machine Co., Second Blvd. and Burroughs Av, Detroit, Mich.

Bus Transportation—Bus Transportation. $2; single numbers 25c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Business Week—Business Week. $7.50; single numbers 20c. w McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Formerly Magazine of Business. Name changed September 7, 1929.

Can Chem & Met—Canadian Chemistry and Metallurgy. $3; single numbers 40c. m Westman Publications, Ltd., 366 Adelaide St, West, Toronto, Ont. 2.

Can Eng—The Canadian Engineer. $3; single numbers 10c; $4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd., 341 Church St, Toronto, Ont. 2.

Can Min J—Canadian Mining Journal. $5. m National Business Publications, Ltd., Gardenvale, Que.

Changed from weekly to monthly with June 1931 number.

Cassier's Ind Management—Cassier's Industrial Management. 9s; single numbers 9d. m Louis Cassier Co., Ltd., 22, Henrietta St, Strand, London, W.C. 2.

Became Cassier's Mechanical Handling, January, 1930; changed to Mechanical Handling, April, 1930.

Cassier's Mech Handling—Cassier's Mechanical Handling. 9s; single numbers 9d. m Louis Cassier Co., Ltd., 22, Henrietta St, Strand, London, W.C. 2

Name changed to Mechanical Handling, April, 1930.

Chase Econ Bul—Chase Economic Bulletin. irr Chase National Bank, New York.

Chem Age (Lond)—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd., Bouverie House, 154 Fleet St, London, E.C. 4.

Chem & Met Eng—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Chem Markets—Chemical Markets. $2.50; single numbers 25c. m Chemical Markets, Inc., 25 Spruce St, New York.

Chem R—Chemical Reviews. $9. ($7 to members of American Chemical Society) bi-m Williams & Wilkins Co., Baltimore, Md.

Changed from quarterly to bi-monthly with the February, 1931 number.

Chem Soc J—Journal of the Chemical Society. £3. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1.

Chemicals—Chemicals. $5; single numbers 25c. w Tuttle Publications, Inc., 114 E 32d St, New York.

A Dyestuffs edition and a Technical edition are issued monthly. Yearly subscription $3 each.

Chemische Fabrik—Die Chemische Fabrik, Zeitschrift des Vereins Deutscher Chemiker: Teil B. RM 37; single numbers RM 1.20 w Verlag Chemie, G.m.b.H. Corneliusstr. 3, Berlin W 10, Germany.

Chemistry and Industry. See Soc Chem Ind J

Chimie & Ind—Chimie & Industrie. single numbers 12 fr. m Société de Chimie Industrielle, 49, Rue des Mathurins, Paris, France.

Coal Age—Coal Age $3; single numbers 35c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Comm & Fin—Commerce and Finance. $5; single numbers 15c. w Theodore H. Price Publishing Corp., 95 Broad St, New York.

Comm & Fin Chr—The Commercial & Financial Chronicle. $10; single numbers 25c. w William B. Dana Co., William St. corner Spruce, New York.

The following, originally issued as supplements to the Commercial and Financial Chronicle, are now published separately.

Bank and Quotation Record. $6. Pub. monthly.

Monthly Earnings Record. $5. Pub. monthly.

Public Utility Compendium. $5; single numbers $3.50. Pub. semi-annually in May and November.

Railway and Industrial Compendium. $5. Pub. four times a year. Railway Number issued in May and November; Industrial Number issued in June and October.

State and Municipal Compendium. 2 pts. $5; single numbers $3.50. Pub. semi-annually in June and December.

Indexing discontinued November 29, 1930 because of the publisher's refusal to send copies.

Comp Air M—Compressed Air Magazine. single numbers 35c. m Compressed Air Magazine, Bowling Green Bldg., 11 Broadway, New York.

Concrete—Concrete. $3; mill ed. $4; single numbers 50c. m Concrete Pub. Co., Daily News Plaza, 400 W. Madison St, Chicago.

Credit & Fin Management—Credit and Financial Management. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York.

Credit Mo—Credit Monthly. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York.
Name changed to Credit and Financial Management, February 1931

Dom Eng—Domestic Engineering. $2; single numbers 20c. bi-w Engineering Publications, Inc., 1900 Prairie Av, Chicago.
Changed from weekly to bi-weekly with the January 12, 1929 number.

Dun's Int R—Dun's International Review. $4; single numbers 35c. m R. G. Dun & Co., 290 Broadway, New York.
Publication temporarily suspended June, 1931.

Dun's R—Dun's Review. $5; single numbers 15c. w R. G. Dun & Co., 290 Broadway, New York.

E T Z. See Elektrotech Zeit

East Underw—Eastern Underwriter. $3; single numbers 25c. w Eastern Underwriter Co., 110 Fulton St, New York.

Econ Geol—Economic Geology. $5; single numbers 75c. s-q Economic Geology Pub. Co., Prince and Lemon Sts, Lancaster, Pa.

Economist—Economist. £2 18s; colonies £3 1s; single numbers 1s 1d. w Economist Newspaper, Ltd., 8, Bouverie St, Fleet St, London, E.C. 4.

Elec Eng—Electrical Engineering. $10; single numbers $1. m American Institute of Electrical Engineers, 33 W 39th St, New York.

Elec J—The Electric Journal. $2; single numbers 25c. m The Electric Journal, 530 Fernando St, Pittsburgh, Pa.

Elec R (Lond)—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review 4, Ludgate Hill, London, E.C. 4.

Elec Ry J—Electric Railway Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.
Changed to monthly with April, 1929, number.
Name changed to Transit Journal, January 1932.

Elec Traction—Electric Traction. $1.50; single numbers 25c. m Kenfield-Davis Pub. Co., 431 S Dearborn St, Chicago.

Elec W—Electrical World. $5; single numbers 25c. w McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Elec West—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of Cal., 883 Mission St, San Francisco, Cal.
Formerly Journal of Electricity.

Electrician—Electrician. 30s; single numbers 6d. w Benn Bros., Ltd., Bouverie House, 154 Fleet St, London, E.C. 4.

Electrochem Soc Trans—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York.
Formerly American Electrochemical Society Preprints are indexed.

Elektrotech Zeit—E T Z. Elektrotechnische Zeitschrift. RM 40; single numbers RM 1. w Julius Springer, W 9, Linkstrasse 23/24, Berlin, Germany.
Indexed thru 1929.

Eng & Contr—Engineering and Contracting. $1; single numbers 20c. m Gillette Pub. Co., Daily News Bldg., Chicago.

Eng & Min J—Engineering and Mining Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co., Inc., 330 W 42 St, New York.
Published semi-monthly thru 1930 and 1931. Changed to monthly with January, 1932 number.

Eng Educ. See J Eng Educ

Eng N—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Eng Soc W Pa—Proceedings of the Engineers' Society of Western Pennsylvania. $5; single numbers 50c. m (except Ag and S) Engineers' Society of Western Pennsylvania, William Penn Hotel, Pittsburgh, Pa.

Engineer—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2.

Engineering—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd., 35 and 36, Bedford St, Strand, London, W.C. 2.

Engineers & Eng—Engineers and Engineering. $2; single numbers 35c. m Engineers and Engineering, 1317 Spruce St, Philadelphia, Pa.

Exp Wireless—Experimental Wireless and The Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd., Dorset House, Tudor St, London, E.C. 4.
Name changed to Wireless Engineer and Experimental Wireless, September 1931.

Explosives Eng—The Explosives Engineer. $1; single numbers 15c. m Explosives Engineer, 1034 Delaware Trust Bldg., Wilmington, Delaware.

Factory & Ind Management—Factory and Industrial Management and Manufacturing Industries. $3; single numbers 40c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Fed Res Bul—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Federal Reserve Board, Washington, D.C.

Food Ind—Food Industries. $2; single numbers 25c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Forbes—Forbes. $5; single numbers 25c. s-m B. C. Forbes Publishing Co., 120 Fifth Av, New York.

Foundry—Foundry. $3; single numbers 25c. s-m Penton Pub. Co., Penton Bldg., Cleveland, O.

Gas Age—Gas Age-Record. $3; single numbers 25c. w Robbins Pub. Co., Inc., 9 E 38th St, New York.

Gas J (Lond)—Gas Journal. 35s; single numbers 1s. $8.50 in U. S. w Walter King, Ltd., 11 Bolt Court, Fleet St, London, E.C. 4. American agent, Robert O. Luqueer, Woolworth Bldg., New York.

Gen Elec R—General Electric Review. $3; single numbers 30c. m General Electric Co., Schenectady, N.Y.

Génie Civil—Le Génie Civil. 240 fr; single numbers 3 fr. w Génie Civil, 5, rue Jules-Lefebvre, 5, Paris (9^e), France.

Geol Soc Bul—Bulletin of the Geological Society of America. $10. q Geological Society of America, Charles P. Berkey, sec., Columbia University, New York.

Glass Ind—Glass Industry. $2; single numbers 20c. m Glass Industry Pub. Co., Inc., 24 W 40th St, New York.

Good Roads—Good Roads. $2; single numbers 20c. m Good Roads Pub. Co., 53 W Jackson Blvd, Chicago.
Merged with Roads and Streets with April 1931, number.

Guaranty Survey—The Guaranty Survey. m Guaranty Trust Company of New York.
Substituted for Commerce Monthly with which it was merged.

Harvard Business R—Harvard Business Review. $5; single numbers $1.25. q McGraw-Hill Book Co., 330 W 42 St, New York.

Heat & Ven—Heating and Ventilating. $2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York.

Heating-Piping—Heating-Piping and Air Conditioning. $3; single numbers 50c. m Engineering Publications, Inc., 1900 Prairie Av, Chicago.

I B A of A—I.B.A. of A. Bulletin. irr Investment Bankers Association of America, 33 S Clark St, Chicago.

Name changed to Investment Banking, April 1931.

Ill U Eng Exp Sta Bul—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill., Urbana.

Ill U Eng Exp Sta Circ—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill., Urbana.

Illum Eng Soc Trans—Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Ag and O) Illuminating Engineering Soc., 29 W 39th St, New York.

Illum Engr—Illuminating Engineer. 15s; single numbers 9d. m Illuminating Engineer, 32 Victoria St, London, S.W. 1.

Ind & Eng Chem—Industrial and Engineering Chemistry. $7.50; single numbers 75c. m American Chemical Society, Charles L. Parsons, sec., Mills Bldg., 1709 G St, N.W., Washington, D.C.

Ind & Eng Chem Anal ed—Industrial and Engineering Chemistry Analytical Edition. $1.50; single numbers 50c. q American Chemical Society, Charles L. Parsons, sec., Mills Bldg., 1709 G St, N.W., Washington, D.C.

Ind Eng—Industrial Engineering. $2; single numbers 25c. m McGraw-Hill Pub. Co., 520 N Michigan Av, Chicago.

Name changed to Maintenance Engineering, April 1931

Index—Index. m New York Trust Company, 100 Broadway, New York.

India Rubber W—India Rubber World. $3; single numbers 35c. m Federated Business Publications, Inc., 420 Lexington Av, New York.

Inland Ptr—Inland Printer. $4; single numbers 40c. m Inland Printer Co., 330 S Wells St, Chicago.

Ins Field (Fire ed)—Insurance Field (Fire, Marine and Casualty Edition). $5; single numbers 25c. w Insurance Field Co., Inc., 405 S 4th St, (P. O. Box 617) Louisville, Ky.

Ins Field (Life ed)—Insurance Field (Life and Disability Edition). $3; single numbers 15c w Insurance Field Co., Inc., 405 S 4th St, (P. O. Box 617) Louisville, Ky.

Inst E E J—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd., 57 Haymarket, London, S.W. 1.; Spon & Chamberlain, 120 Liberty St, New York.

Inst Mech Eng Proc—Proceedings of the Institution of Mechanical Engineers. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1.

Inst Pet Tech J—Journal of the Institution of Petroleum Technologists and Record of Transactions. £13 13s 6d; single numbers 7s 6d. m Institution of Petroleum Technologists, Aldine House, Bedford St, Strand, London, W.C. 2.

Changed from bi-monthly to monthly with the January, 1930 number.

Inst Radio Eng Proc—Proceedings of the Institute of Radio Engineers. $10; single numbers $1. m Institute of Radio Engineers, Inc., 33 W 39th St, New York.

Int Labour R—International Labour Review. $6; single numbers 60c. m World Peace Foundation, 40 Mt Vernon St, Boston

Inv Banking—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago.

Published monthly April to November 1931. Published irregularly beginning November 25, 1931.

Formerly I.B.A. of A. Bulletin.

Iron Age—Iron Age. $6; single numbers 25c. w Iron Age Pub. Co., 239 W 39th St, New York.

Iron & Steel Inst J—Journal of the Iron and Steel Institute. s-an Iron and Steel Institute, 28, Victoria St, London, S.W. 1.; E. & F. N. Spon, Ltd., 57, Haymarket, London; Spon & Chamberlain, 120 Liberty St, New York.

Iron Tr R—Iron Trade Review. $6; single numbers 25c. w Penton Pub. Co., Penton Bldg., Cleveland, O.

Name changed to Steel, July 3, 1930.

J Account—Journal of Accountancy. $4; single numbers 35c. m American Institute Pub. Co., Inc., 135 Cedar St, New York.

J Chem Educ—Journal of Chemical Education. $2; single numbers 35c. m Journal of Chemical Education, 654 Madison Av, New York.

J Eng Educ—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec., University of Pittsburgh, Pittsburgh, Pa.

J Fr Inst—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, 15 S 7th St, Philadelphia.

J Ind & Eng Chem—See Ind & Eng Chem

J Ind Hygiene—The Journal of Industrial Hygiene. $6; single numbers 75c. m (except Jl and Ag) The Journal of Industrial Hygiene, 55 Van Dyke St, Boston 17, Mass.

J Land & Pub Util Econ—Journal of Land and Public Utility Economics. $5; single numbers $1.25 q Institute for Economic Research, 337 E. Chicago Av, Chicago.

J of Business—Journal of Business of the University of Chicago. $4; single numbers $1.25. q University of Chicago Press, 5750 Ellis Av, Chicago.

Formerly University Journal of Business.

J Phys Chem—The Journal of Physical Chemistry. $10; single numbers $1. m The Journal of Physical Chemistry, 654 Madison Av, New York.

Lib J—Library Journal. $5; single numbers 25c. s-m (m, during Jl and Ag) R. R. Bowker Co., 62 W 45th St, New York.

Articles of interest to special libraries are indexed.

Locomotive—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co., 56 Prospect St, Hartford, Conn.

Mach—Machinery. $3; single numbers 35c. m Industrial Press, 140 Lafayette St, New York.

Mag of Wall St—Magazine of Wall Street. $7.50; single numbers 35c. bi-w Ticker Pub. Co., 42 Broadway, New York.

Maintenance Eng—Maintenance Engineering. $3; single numbers 25c m McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Formerly Industrial Engineering.

Management R—Management Review. $5; single numbers 50c. m American Management Association, 20 Vesey St, New York.

Formerly American Management Review.

Manuf Rec—Manufacturers Record. $6.50; single numbers 20c. w Manufacturers Record Publishing Co., Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md.

Marine Eng—Marine Engineering and Shipping Age. $3; single numbers 35c. m Simmons-Boardman Pub. Co., 30 Church St, New York.

Marine R—Marine Review. $3; single numbers 35c. m Penton Pub. Co., Penton Bldg., Cleveland, O.

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York.

Mech Handling—Mechanical Handling. 12s; single numbers 10d. m Louis Cassier Co., Ltd., 22, Henrietta St, Strand, London, W.C. 2.
Formerly Cassier's Mechanical Handling.

Melliand—The Melliand Textile Monthly. $10; single numbers $1.25; cloth ed $30 per year. m Textile Manufacturers Monthly, Inc., Woolworth Building, New York.

Metal Ind—Metal Industry. $2; single numbers 20c. m Metal Industry Pub. Co., 116 John St, New York.

Metal Prog—Metal Progress. $5; single numbers 50c. m American Society for Steel Treating, 7016 Euclid Av, Cleveland, O.
Began publication September, 1930.

Min & Met—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, 29 W 39th St, New York.

Min Cong J—Mining Congress Journal. $3; single numbers 50c. m American Mining Congress, Munsey Bldg., Washington, D.C.

Mo U Sch Mines & Met Bul—Bulletin of the University of Missouri. School of Mines and Metallurgy. irr Univ. of Mo., Rolla.

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo., Rolla.

Monthly Labor R—Monthly Labor Review. $1.50; single numbers 15c. m Superintendent of Documents, Washington, D.C.
Free to labor departments and bureaus and other offices connected with the administration of labor laws.

N E L A Bul—National Electric Light Association Bulletin. $3; single numbers 25c. m National Electric Light Assn., 420 Lexington Av, New York.

N E Water Works Assn J—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 714 Tremont Temple, Boston.

Nat City Bank—National City Bank of New York. m 55 Wall St, New York.

Nat Pet N—National Petroleum News. $3.50; single numbers 10c. w National Petroleum Pub. Co., 1213 W 3d St, Cleveland, O.

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.
Individual numbers variously priced. Price-list sent on request.

Nat Safety N—National Safety News. $4; single numbers 40c. m National Safety Council, 20 N Wacker Drive, Chicago.

Nat Underw—National Underwriter. $4; single numbers 20c. w National Underwriter Co., 175 W Jackson Blvd, Chicago.

Nat Underw (Life ed)—National Underwriter Life Insurance Edition. $3; single numbers 15c. w National Underwriter Co., 175 W Jackson Blvd, Chicago.

Nation's Business—The Nation's Business. $3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W., Washington, D.C.

N Y Pub Lib Bul—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York.
Bibliographies of interest to special libraries are indexed.

Oil & Gas J—Oil and Gas Journal. $6; single numbers 15c. w Petroleum Pub. Co., 114-116 W 2d St, Tulsa, Oklahoma.

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Oil, Paint and Drug Reporter, Inc., 12 Gold St, New York.

Opt Soc Am J—Journal of the Optical Society of America. $4; single numbers 60c. m Optical Society of America, George Banta Pub. Co., 450 Ahnaip St, Menasha, Wis.

Paper Tr J—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co., Inc., 10 E 39th St, New York.

Pet Age—Petroleum Age. $2; single numbers 25c. m Petroleum Age Pub. Co., 500 N Dearborn St, Chicago.

Phys R—The Physical Review. Second Series. $12. s-m Physical Review, Univ. of Minnesota, Minneapolis, Minn.

Phys R Sup—Physical Review Supplement. $4; single numbers $1.25. q Physical Review Supplement, Univ. of Minnesota, Minneapolis, Minn.
Name changed to Reviews of Modern Physics with January, 1930 number.

Plastics—Plastics & Molded Products. $2; single numbers 25c. m Plastic Publications, Inc., 114 E 32d St, New York.

Power—Power. $3; single numbers 15c. w McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.

Power Pl Eng—Power Plant Engineering. $2; single numbers 15c. s-m Technical Pub. Co., 53 West Jackson Blvd., Chicago.

Prof Eng—Professional Engineer. $1.50; single numbers 20c. m (O-My) bi-m (Je-N) American Association of Engineers, 8 South Michigan Av, Chicago.
Published bi-monthly beginning November, 1931.

Ptd Salesmanship—Printed Salesmanship. $3.50; single numbers 40c. m Dartnell Corp., 4660 Ravenswood Av, Chicago.

Ptr Ink—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co., Inc., 185 Madison Av, New York.

Ptr Ink Mo—Printers' Ink Monthly. $2; single numbers 25c. m Romer Pub. Co., Inc., 185 Madison Av, New York.

Pub Health Rep—Public Health Reports. $1.50; single numbers 5c. w Superintendent of Documents, Washington, D.C.

Pub Roads—Public Roads. $1; single numbers 10c. m U. S. Department of Agriculture, Bureau of Public Roads, Washington, D.C.

Pub Serv Management—Public Service Management. $3; single numbers 25c. m H. J. Gonden, 35 East Wacker Drive, Chicago.

Pub Util—Public Utilities Fortnightly. $15; single numbers 75c. bi-w Public Utilities Reports, Inc., Munsey Bldg., Washington, D.C.

Pub Works—Public Works. $3; single numbers 35c. m Public Works Journal Corp., 310 E 45th St, New York.

Pulp & Pa M Can—Pulp & Paper Magazine of Canada. $5; single numbers 25c. w National Business Publications, ltd., Gardenvale, Que
Changed to monthly March 1932, with title Pulp & Paper of Canada.

R Econ Statis—Review of Economic Statistics. $6 a year (including Weekly Letter Service $100 a year). q Harvard Economic Society, Inc., Cambridge, Mass.

R Sci Instr—Review of Scientific Instruments. $4; single numbers 60c. m Optical Society of America, George Banta Pub. Co., 450 Ahnaip St, Menasha, Wis.

Radio N—Radio News. $2.50; single numbers 25c. m Teck Publishing Corp., 350 Hudson St, New York.

Radio Serv Bul—Radio Service Bulletin. 25c; single numbers 5c. m Department of Commerce, Radio Division, Washington, D.C.

Ref Shelf—The Reference Shelf. irr The H. W. Wilson Co., 958 University Av, New York.

Refrig Eng—Refrigerating Engineering. $5; single numbers 50c. m American Society of Refrigerating Engineers, 37 W 39th St, New York.

Refrig W—Refrigerating World. $2; single numbers 20c. m Ice Trade Journal Co., 25 West Broadway, New York.

Roads & Sts—Roads and Streets. $1; single numbers 20c. m Gillette Pub. Co., Daily News Bldg., Chicago.
Merged with Good Roads, April 1931.

Rock Prod—Rock Products. $2; single numbers 25c. bi-w Tradepress Pub. Corp., 542 South Dearborn St, Chicago.

Roy Aeronautical Soc J—Journal of the Royal Aëronautical Society £2 4s 6d; single numbers 3s 9d. m Royal Aëronautical Society, 7, Albemarle St, Piccadilly, London, W. 1.

Rs Mod Phys—Reviews of Modern Physics. $4; single numbers $1.25. q Reviews of Modern Physics, Univ. of Minnesota, Minneapolis, Minn.
Formerly Physical Review Supplement.

Rubber Age—Rubber Age. $2; single numbers 20c. s-m Palmerton Pub. Co., Inc., 250 W 57th St, New York.

Ry Age—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Co., 30 Church St, New York.

Ry Mech Eng—Railway Mechanical Engineer. $3; single numbers 35c. m Simmons-Boardman Pub. Co., 30 Church St, New York.

S A E J—Society of Automotive Engineers Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc., 29 W 39th St, New York.

Safety Eng—Safety Engineering. $3; single numbers 25c. m Safety Magazine Publishing Corp., 119 Nassau St, New York.

Sales Management—Sales Management. $4; single numbers 20c. w Sales Management, Inc., 420 Lexington Av, New York.

Sci Am—Scientific American. $4; single numbers 35c. m Scientific American Pub. Co., 24 W 40th St, New York.

Science—Science. $6; single numbers 15c. w Science Press, Grand Central Terminal, New York.

Sheet Metal Worker—Sheet Metal Worker. $4; single numbers 15c. bi-w Edwin A. Scott Pub. Co., Inc., 45 W 45th St, New York.

Sibley J—Sibley Journal of Engineering. $2; single numbers. 25c. m (except Jl-S) Sibley Journal of Engineering, Inc., Ithaca, N.Y.

Soc Chem Ind J—Society of Chemical Industry. Journal. £4 4s; single numbers 1s 9d. w Society of Chemical Industry, Central House, 46 & 47, Finsbury Sq, London, E.C. 2.
In three separately paged sections; Chemistry and Industry, Transactions and British Chemical Abstracts.

Soc Dyers & Col J—Society of Dyers and Colourists. Journal. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Picadilly, Bradford, Yorkshire, England.

Soc Ing Civils Bul—Mémoirs et Compte Rendu des Travaux de la Société des Ingénieurs Civils de France. Bulletin. bi-m Hotel de La Société, 19, rue Blanche, 19 (9ᵉ), Paris, France.

Special Lib—Special Libraries. $5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 345 Hudson St, New York.

Spectator—Spectator. $2; single numbers 25c. w Spectator Co., 243 W 39th St, New York.

Stahl & Eisen—Stahl und Eisen. RM 50; single numbers RM 1.50 w Verlag Stahleisen, m.b.H., Düsseldorf, Germany. American agent, Paul F. Hermann Co., 1706-11 Keenan Bldg., Pittsburgh, Pa.

Steel—Steel. $6; single numbers 25c. w Penton Pub. Co., Penton Bldg., Cleveland, O.
Formerly Iron Trade Review.

Stevens Ind—Stevens Indicator. $5; single numbers 50c. m (except Ag and Dec) Stevens Institute of Technology, Hoboken, N.J.

Survey of Cur Business—Survey of Current Business. $1.50; single numbers 10c; semiannual numbers 25c. m Superintendent of Documents, Washington, D.C.
Advance leaflets are distributed every week to subscribers in the United States. The leaflets are usually mailed on Tuesdays, and give such information as has been received during the preceding week. The information contained in these leaflets is also published in Commerce reports issued weekly by the Foreign and Domestic Commerce Bureau.

System—System. $3; single numbers 35c. m McGraw-Hill Pub. Co., Inc., 330 W 42d St, New York.
The magazine formerly bearing this name became Magazine of Business with the June 1927 number. This in turn became Business Week, September 7, 1929. The new System began in July 1928. It is indexed beginning with July 1929.
Name changed to Management Methods with January, 1932 number.

Taylor Soc Bul—Bulletin of the Taylor Society. $3. bi-m Taylor Society, 29 W 39th St, New York.

Textile Col—Textile Colorist. $5. m Textile Colorist, Inc., 233 Broadway, New York.

Textile Inst J—Textile Institute. Journal. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester, England.

Textile World—Textile World. $4; single numbers 20c. w Bragdon, Lord & Nagle Co., Inc., 330 W 42d St, New York.

Trust Companies—Trust Companies. $5; single numbers 60c. m Trust Companies Pub. Assn., 55 Liberty St, New York.

U S Agric Bul—United States. Dept. of Agriculture. Bulletin. Distributed free of charge U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.
Selected contributions from the Bureau of Chemistry, Forest Service and Office of Public Roads are indexed.

U S Bur For & Dom Com Domestic Commerce Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com misc ser—United
* States. Bureau of Foreign and Domestic Commerce. Miscellaneous series. U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Information
* **Bul**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Promotion Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States. Bureau of
† Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Circ—United States. Bureau of
† Mines. Miners' Circular. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Information Circ—United States. Bureau of Mines. Information Circulars. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Rep of Invest—United States. Bureau of Mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Tech Pa—United States. Bureau
† of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

U S Bur Stand Circ—United States. Bureau of
‡ Standards. Circular. U.S. Bureau of Standards, Washington, D.C.

U S Bur Stand J Research—Bureau of Standards Journal of Research. $3. m Superintendent of Documents, Washington, D.C.

U S Geol S Bul—United States Geological Survey. Bulletin. Distributed free of charge. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Annual report, 1930.

U S Women's Bur Bul—United States Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

Univ J of Business. See J of Business.

VDI. See Zeit Ver Deutsch Ing

W Soc E J—Journal of the Western Society of Engineers. $3; single numbers 75c bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago.

Published as bi-monthly beginning 1930.

Water Works & Sewerage—Water Works & Sewerage. $1; single numbers 20c. m Gillette Pub. Co., Daily News Bldg., Chicago.

Weekly Underw—Weekly Underwriter and the Insurance Press. $5; single numbers 25c. w Underwriter Printing and Publishing Co., 80 Maiden Lane, New York.

Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer and Experimental Wireless. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd., Dorset House, Tudor St, London, E.C. 4.

Formerly Experimental Wireless and The Wireless Engineer.

Wis U Bul Eng Exp Sta S—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis., Madison.

Zeit Angew Chem—Zeitschrift für Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H., Corneliusstr. 3, Berlin W 10, Germany.

Name changed to Angewandte Chemie with January 2, 1932 number.

Zeit Ver Deutsch Ing—VDI. Zeitschrift des Vereines Deutscher Ingenieure. RM 56; single numbers RM 1.75 w VDI-Verlag G. m. b. H., N. W. 7. Dorotheenstr. 40, Berlin, Germany.

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* The free distribution of nearly all of the publications of the Bureau of Foreign and Domestic Commerce is confined to the American Consular Service, educational institutions, libraries, trade journals, newspapers, commercial organizations, such as chambers of commerce or manufacturers' association, traffic managers of American railroads and government offices. Others may procure them from the Superintendent of Documents, Government Printing Office, Washington, D. C., or at any of the District or Cooperative offices of the Bureau at the cost of printing.

† A limited edition of each publication of the Bureau of Mines is printed for free distribution to residents of the United States and its possessions and Canada, Mexico, Panama, and Cuba.

‡ Single copies of the publications of the Bureau of Standards are sent free upon request to specialists concerned with the subjects treated, to those collaborating with the Bureau in its investigations, to organizations exchanging like courtesies with the Bureau, and to designated Government depository libraries. Others may purchase them from the Superintendent of Documents.

Abbreviations of Publishers' Names Used in Book Titles

Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St., Philadelphia
Appleton. Daniel Appleton & Co., 29-35 W. 32d St., N.Y.
Baird. H: C. Baird & Co., 2 W. 45th St., N.Y.
Blakiston. P. Blakiston's Son & Co., 1012 Walnut St., Philadelphia
Bobbs. Bobbs-Merrill Co., 724 N Meridian St, Indianapolis; 185 Madison Av., N.Y.
Brentano's, 5th Av. & 27th St., N.Y.
Century Co., 353 4th Av., N.Y.
Chemical Catalog Co., Inc., 419 Fourth Av., N.Y.
Chemical Pub. Co., 300 N. 3d St., Easton, Pa.
Crowell. T. Y. Crowell Company, 387-393 4th Av., N.Y.
Dodd. Dodd, Mead & Co., 449 4th Av., N.Y.
Doran. See Doubleday.
Doubleday. Now Doubleday, Doran & Co., Garden City, N.Y.
Formerly Doubleday, Page & Co.
Drake. Frederick J. Drake & Co., 179 N. Michigan Av., Chicago
Dutton. E. P. Dutton & Co., 286-302 4th Av., N.Y.
Ginn. Ginn & Co., (Educational text-bks.) 15 Ashburton Place, Boston, 2; 2301-2311 Prairie Av., Chicago; 70 5th Av., N.Y.
Gregg. Gregg Publishing Company, 270 Madison Av., N.Y.; 2500 Prairie Av, Chicago
Harcourt. Harcourt, Brace & Co., 383 Madison Av., N.Y.
Harper. Harper & Brothers, 49 E. 33d St., N.Y.
Heath. D. C. Heath & Co., 285 Columbus Av., Boston; 180 Varick St., N.Y.; 1815 Prairie Av., Chicago
Henley. Norman W. Henley Pub. Co., Putnam Bldg., 2 W. 45th St., N.Y.
Holt. Henry Holt & Co., 1 Park Av., N.Y.; 2626 Prairie Av., Chicago
Houghton. Houghton, Mifflin Co., 2 Park St., Boston; 386 4th Av., N.Y.; 2500 Prairie Av., Chicago; 612 Howard St., San Francisco
Huebsch, B. W. See Viking Press, Inc.
Knopf. Alfred A. Knopf, 730 5th Av., N.Y.
Lippincott. J. B. Lippincott Co., 227-231 East Washington Sq., Philadelphia
Longmans. Longmans, Green & Co., 55 5th Av., Cor. 12th St., N.Y.
McGraw-Hill. McGraw-Hill Bk. Co., Inc., 330 W. 42d St., N.Y.
McKay. David McKay, 604-608 S. Washington Square, Philadelphia
Macmillan. The Macmillan Co., 60 5th Av. N.Y.
Manual Arts Press, 237 N. Monroe St., Peoria, Ill.
Nat Bur Econ Research. National Bureau of Economic Research, Inc., 51 Madison Av., N.Y.
National Research Council, 2101 Constitution Av., N.W., Washington, D.C.
Oxford. Oxford University Press (Clarendon Press) (American branch). 114 5th Av., N.Y.
Penton Pub. Co., 1213 W. 3d St., Cleveland, O.; 220 Broadway, N.Y.
Pitman. Sir Isaac Pitman & Sons, 2-6 W. 45th St., N.Y.
Prentice-Hall, Inc., 70 5th Av., N.Y.
Putnam. G. P. Putnam's Sons, Putnam Bldg., 2-6 W. 45th St., N.Y.
Revell. Fleming H. Revell & Co., 158 5th Av., N.Y.; 851 N. Wabash Av., Chicago
Ronald Press. Ronald Press Co., 15 E. 26th St., N.Y.
Routledge. Routledge, G. & Sons, Ltd., Broadway House, 68-74 Carter Lane, London, E.C. 4
Scientific Bk. Corp., 15 E. 26th St., N.Y.
Scribner. Charles Scribner's Sons, 597 5th Av., N.Y.; 320 E. 21st St., Chicago
Shaw. See McGraw-Hill
Simmons-Boardman. Simmons-Boardman Publishing Company, 30 Church St., N.Y.
Special Lib. Assn., Special Libraries Association, 345 Hudson St., N.Y.
Spon. E. & F. N. Spon, Ltd., 57 Haymarket, London, S.W. 1; Spon & Chamberlain, 120-122 Liberty St., N.Y.
Stokes. F. A. Stokes Co., 443-449 4th Av., N.Y.
Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.
U P C Book Co., Inc., 243 W. 39th St., N.Y.
Succeeded by Scientific Bk. Corp., 15 E. 26th St., N.Y.
Univ. of Chicago Press, 5750 Ellis Av., Chicago
Van Nostrand. D. Van Nostrand Co., 250 4th Av., N.Y.
Viking Press, Inc., 18 E. 48th St., N.Y.
Wiley. John Wiley & Sons, Inc., 440 4th Av., N.Y.
Wilson, H.W. H. W. Wilson Co., 950-972 University Av., N.Y.
Workers Educ. Bur. Workers Educational Bureau of America, 1440 Bway., N.Y.

Key to General Abbreviations

+	continued on later pages of the issue
abr	abridged
Ag	August
Ap	April
arch	architect
bibliog	bibliography
comp	compiled or compiler
cond	condensed
cont	continued
D	December
diag	diagram
ed	edited or edition or editor
F	February
il	illustrations
inc.	incorporated
Ja	January
Je	June
Jl	July
Mr	March
My	May
n s	new series
N	November
no	number
O	October
p	page
por	portrait
pseud	pseudonym
rev	revised
S	September
sup	supplement
tr	translated or translation or translator
v	volume

Sample title: An Englishman looks at the future of advertising. C. B. Larrabee. Ptr Ink 135:129-30+ My 6 '26

Explanation: An article with the title given above will be found in Printers Ink, volume 135, pages 129 to 30 (continued on later pages of the issue), the May 6, 1926 number.

Industrial Arts Index

A Cumulative Index to Engineering, Trade and Business Periodicals

1930—1931

ABBOTT laboratories, inc.
Abbott laboratories merges Swan-Myers. Oil Paint & Drug Rep 118:19 N 3 '30
Merger with Swan-Myers co. approved. Comm & Fin Chr 131:2896-7 N 1 '30

ABBREVIATIONS
Abbreviations for scientific and engineering terms. E. H. McClelland. Science 74:203-4 Ag 21 '31
Abbreviations of scientific and engineering terms. Mech Eng 53:229 Mr '31
International code of abbreviations of titles of periodicals. J. D. Thompson. Lib J 55:957-8 D 1 '30
Revised abbreviations for engineering terms; reference-book sheet. Am Mach 73:753 N 6 '30

ABIETIC acid
Nitration of abietic acid and the study of some of its nitrogen derivatives. L. A. Goldblatt, A. Lowy and W. B. Burnett. Am Chem Soc J 52:2132-6 My '30

ABILITY
Are you using your business capacities? H. K. Nixon. System 58:289+ O '30
Growth of ability. R. O. Filter and O. C. Held. 174p [bibliog p166-9] Warwick and York, inc, Baltimore '30
How to rate your self-confidence. H. K. Nixon. il System 58:475-6 D '30
Should foremen be selected for their skill as workmen? R. D. Bundy. Mach 37:908-9 Ag '31
What should a business man know? H. K. Nixon. System 58:381-2 N '30
See also
Executive ability
Success

ABILITY tests
Can intelligence be measured? L. R. Steinbrink. 152p [bibliog p142-52] Loyola univ press, Chicago '29
Employment tests. L. J. O'Rourke. Science 71:sup x F 28 '30
Free-association method and the measurement of adult intelligence. H. S. Conrad and D. Harris. Univ of Calif Pub in Psychology v5, no 1:1-45 '31
Introduction to the use of standard tests. S. L. Pressey and L. C. Pressey. rev ed 266p World book co, Yonkers-on-Hudson, New York '31
Jim Brown gets a job with the Cleveland railway. W. J. McCarter. il Aera 22:150-5 Mr '31
Mental and interest tests. L. H. King. 124p Teachers college, Columbia univ, New York '31
Minnesota mechanical ability tests. 586p $5 Univ. of Minnesota press, Minneapolis '30
Office employment tests. L. J. O'Rourke. 36p American management assn, New York '30
Personality and intelligence. J. F. Nelson. 62p [bibliog p62] Teachers college, Columbia univ, New York '31
Psychological tests of aviators. C. G. De Foney. Science 74:sup12+ Ag 28 '31
Selection of apprentices for the railway shop. L. Parker. Ry Mech Eng 104:200-1 Ap '30
Shop tests for engineering employees. Engineering 130:558-9 O 31 '30
Study of personal qualities in accident proneness and proficiency. E. Tarmer and E. G. Chambers. Engineering 129:24 Ja 3 '30
Technical psychology. R. A. Bell. diags Engineer 152:187-9 Ag 21 '31
Testing psychological reaction time of future pilots. S. R. Winters. il Aero Digest 16:94 F '30
Vocational selection in chemical industry; a Billingham scheme. Chem Age (Lond) 23:120 Ag 9 '30
Your likes reveal what you are. H. K. Nixon. il System 59:19-20 Ja '31
See also
Engineering students
—Grading

ABITIBI power and paper company
Abitibi building. il Pulp & Pa M Can 30:39-40 Jl 10 '30
Abitibi to proceed with new power project. Paper Tr J 90:48 Je 5 '30
Power site at Abitibi canyon. il Can Eng 58:664 Je 10 '30
$20,000,000 bond offering. Pulp & Pa M Can 30:157 Ag 7 '30

ABRAHAM Lincoln life insurance company
Absorbs Springfield Life. Ins Field (Life ed) 60:7 F 20 '31; Spectator 126:18+ F 26 '31
Illinois companies plan early merger. Ins Field (Life ed) 60:7 Ja 16 '31; Nat Underw (Life ed) 35:1 Ja 16 '31

ABRASION
Abrasion of tires and rails. Araki and Saito. Engineer 151:sup [Metallurgist] 69-71 My 29 '31
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Cost accounting
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Farm accounting
Financial statements
Fiscal year
Foundry accounting
Government accounting
Highway accounting
Income tax
Interest
Inventories
Job tickets
Mine accounting
Overhead expense
Payrolls
Profit
Profit and loss statements
Stores systems
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Advertising
Airports
Amusement parks
Chemical industries
Coal mines and mining
Corporations
Dyehouses
Electric contractors
Electric industries
Electric utilities
Factories
Finance companies
Gas companies
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Advertising copy
Billboards
Blotters
Broadsides (advertisements)
Catalogs
Labels
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Posters
Sales letters
Show cards

Asterisks

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Jingling cash registers and swelling bank accounts; Lightolier company booklet. R. Fish. Ptd Salesmanship 55:316-17+ Je '30

Key men in agriculture help us sell the farmers; Warren-teed seed company, Chicago. J. L. Kellogg. Sales Management 21:17+ Ja 4 '30

Light touch wins motorists; Aetna motor-tour booklet. il Ptr Ink 156:56-7 Jl 23 '31

Making booklets dealers will use; Comfort coal-lumber co. H. Blauvelt. il Ptr Ink Mo 23:33-4+ O '31

Making the dealer an expert—a merchandising problem; Otis style book "Awnings". il Ptr Ink 151:77-8+ Je 12 '30

Other advertisers co-operate in silverware campaign; Alvin features parties. il Ptr Ink 150:110+ Mr 27 '30

Permanent literature of advertising; a Dartnell survey. il Ptd Salesmanship 56:160-2+ O '30

Promotion campaign which got a 43 per cent dealer response; Warren telechron company. il Ptr Ink Mo 20:135-6+ F '30

Setting the main part of booklets; various treatments of subheads and running heads. G. P. Farrar. Ptr Ink Mo 20:50+ F '30

Some case-bound books that serve a useful advertising purpose. A. D. Luse. Ptd Salesmanship 56:258+ N '30

Styling the direct mail piece. W. A. Cornish. il Adv & Sell 17:sup [Adv Arts] 33-9 Jl '31

Thousands of lighting men carry our Tom Thumb catalog; Curtis lighting, inc. J. B. Thompson. il Sales Management 25:58-9+ Ja 10 '31

Utility product catches step with style trends; E. I. DuPont de Nemours & company's paint. R. A. Hardy. il Sales Management 20:550-1 D 21 '29

See also

Catalogs
Instruction in use of product

Borders

Borders bear their share of responsibility for carrying the advertiser's sales story. R. B. Lockwood. il Ptd Salesmanship 56:422-4 Ja '31

Re: borders in advertisements. Ptr Ink 157:34 O 29 '31

Real type borders. G. P. Farrar. il Ptr Ink 156:96+ S 3 '31

Using real type borders. C. F. Chatfield. il Ptr Ink 156:78 S 24 '31

Calendars

Calendar that has retained the same form for 22 years; Carborundum company. R. K. Doran. il Ptd Salesmanship 55:425-6+ Jl '30

Into the air for a calendar; aerial photograph of neighborhood of branch bank. G. O. Gould. il Burroughs Clearing House 15:26+ Mr '31

ADVERTISEMENTS—*Continued*

Cook books and recipes

Let's get up a recipe book! A. R. Barkley. Ptd Salesmanship 54:266+ N '29

Making food recipe pictures distinctive. W. L. Larned. il Ptr Ink 151:105-6+ Ap 10 '30

Recipe route to the kitchen. M. C. Brandsness. il Ptr Ink 154:122+ Ja 15 '31

Should recipe booklets be sent free? Ptr Ink 155:108+ Ap 30 '31

Three recipes for recipe booklets. Ptr Ink 153:8 N 20 '30

What advertising is doing for Eatmor cranberry growers. il Ptr Ink 151:152+ My 22 '30

Copy

See Advertising copy

Copyright

See Copyright—Advertisements

Coupons

Analysis of 300,000 inquiries; 1930 general magazine campaign of the Cleanliness institute. E. B. Weiss. il Ptr Ink 155:3-4+ My 21 '31

Bromidic coupon advertising. R. Hunt. il Adv & Sell 15:23+ Ag 20 '30

Coupon attitude toward advertising. K. Groesbeck. Ptr Ink 153:3-4+ D 4 '30

Coupon cost, 8½c—who can beat it? il Adv & Sell 17:22 Ag 5 '31

Coupons and curiosity seekers. E. T. Gundlach. Ptr Ink 151:3-4+ My 8 '30

Getting inquiries with small-space advertisements; some tests that revealed the effectiveness of coupons, factual headlines and illustrations. J. O. Nilan. Ptr Ink 157:53-4 O 22 '31

How doth the busy little coupon? W. Hill. Adv & Sell 16:24-5+ Ap 15 '31

Husband free, just mail the coupon! Adv & Sell 17:40 My 13 '31

If you want replies don't submerge the coupon. W. L. Larned. il Ptr Ink 155:92-3+ Ap 23 '31

Intensive follow-through cashed this Whiting & Davis campaign. F. N. Hollingsworth. il Sales Management 24:459+ D 20 '30

Let the public suggest your coupon offer; the Gerber baby. il Ptr Ink 153:156+ N 13 '30

Mrs Gridley spends a dime. D. Gridley. Ptr Ink 153:68+ N 27 '30

Stockholders and a coupon. Ptr Ink 155:72 Je 4 '31

Ten ways to increase coupon returns. J. Caples. Adv & Sell 17:40+ Je 10 '31

What position for the coupon? E. T. Gundlach. Ptr Ink 152:25-6+ Ag 21 '30

Design

Architecture as a source in modern design. C. P. Hornung. il Adv & Sell 15:sec 2[Adv Arts] 41-5 Jl 9 '30

Cadillac-Fleetwood portfolio wins one of the Graphic arts awards. il pls Ptd Salesmanship 55:495-7 Ag '30

High degree of printing excellence is revealed by Fleetwood portfolio. R. A. Brewer. il Inland Ptr 85:63-4 Ag '30

Place of the design engineer in business. A. Kimball. Adv & Sell 15:82+ Je 11 '30

Planning an advertisement of typographic excellence. S. Campbell. il Adv & Sell 14:sec 2 [Adv Arts] 53-5 Ap 2 '30

Ten rules for writing the advertisement on a slate. W. L. Larned. il Ptr Ink 152:57-8+ Jl 10 '30

Why Clicquot sometimes runs homely advertisements. il Ptr Ink 151:100 Je 12 '30

Graphs

Cows, capitalists and statistics. il Ptr Ink 155:94 Je 18 '31

Headlines

AutoStrop interprets the invisible with animated headlines. il Ptr Ink 152:89 S 4 '30

Eight formulas for writing headlines. J. R. Caples. Ptr Ink 152:49-50+ S 4 '30

Eight more formulas for writing headlines. J. R. Caples. Ptr Ink 154:114-15 Ja 22 '31

Fusing headline and illustration. J. A. Kiss. il Ptr Ink Mo 21:44-5+ D '30

Getting inquiries with small-space advertisements; some tests that revealed the effectiveness of coupons, factual headlines and illustrations. J. O. Nilan. Ptr Ink 157:53-4 O 22 '31

Headlines that sting. J. R. Caples. Adv & Sell 14:34+ F 19 '30

If an advertising man can't judge a headline, who can? R. Hunt. Adv & Sell 15:38 Jl 23 '30

Let your headline be a provocation. A. Glim. Ptr Ink 155:41-2+ Ap 23 '31

Making the headline spark-plug the copy. W. L. Larned. il Ptr Ink 156:85-8 Jl 23 '31

76 copywriters can't be wrong! D. L. Teilhet. il Adv & Sell 16:42 Mr 18 '31

Six ways to make your headline sell. D. Belding. il Ptr Ink Mo 23:47-8 Jl '31

Three types of headline exist. A. Glim. Ptr Ink 155:50+ Ap 9 '31

Trends in the ads since 1921. S. H. Giellerup. il Adv & Sell 15:17-19+ S 3 '30

Verbs speed headlines. F. S. Schenck. Ptr Ink 150:25-6+ Ja 9 '30

When headlines are unnecessary. W. L. Larned. il Ptr Ink 153:76-7+ O 16 '30

Who are the best judges of headlines? J. R. Caples. Adv & Sell 15:22+ Je 25 '30

Illustrations

See Advertisements, Pictorial

Inserts

When one piece of copy must do the work of two; appearing in salesmen's portfolios, in window displays, in direct mail, etc. R. B. Lockwood. il Ptd Salesmanship 56:60+ S '30

See also

Package inserts

Keying

How to key couponless advertisements. Ptr Ink 153:56 N 13 '30

Layout

Composing a series of layouts with the same set of units. W. L. Larned. il Ptr Ink 153:64-5+ D 18 '30

Composing twin pictures cleverly. W. L. Larned. il Ptr Ink 153:125+ D 4 '30

Doing the unusual in advertising with typography. W. L. Larned. il Ptr Ink 151:76+ Ap 17 '30

Fundamental rules laid down for successful use of display in advertising. E. H. Brown. Weekly Underw 123:231 Ag 2 '30

Giving the illustration unusual layout contour. W. L. Larned. il Ptr Ink 149:128+ N 21 '29

How projecting illustrations help layouts. W. L. Larned. il Ptr Ink 154:72+ Mr 19 '31

How the skyscraper idea has been injected into the modern advertisement. W. Sclater. il Inland Ptr 86:90-2 O '30

Lay-out of advertisements. R. H. W. Cox. 196p $3 Pitman '31

Layout of newspaper advertisements. F. H. Young. il Adv & Sell 14:sec 2[Adv Arts] 25-7 Ap 2 '30

Marginalia. K. D. Currie. il Ptd Salesmanship 54:434-6 Ja '30

Merry-go-round art compositions. W. L. Larned. il Ptr Ink 152:42+ S 11 '30

Modern layouts must sell rather than startle. F. H. Young. il Adv & Sell 14:sec 2[Adv Arts] 25-9 Ja 8 '30

Needles in display haystacks. W. L. Larned. Ptr Ink 152:89-92 Ag 7 '30

Picture may be placed at the bottom artistically. W. L. Larned. il Ptr Ink 151:125-6+ Je 5 '30

Ploughing paths of white through the illustration. W. L. Larned. il Ptr Ink 154:89-92 Ja 22 '31

Publishers frown on leaping layouts. il Adv & Sell 16:38 Ap 1 '31

Should every advertisement have one primary focal point? W. L. Larned. il Ptr Ink 151:105-6+ Ap 24 '30

Simplicity in advertising layout. F. H. Young. il Ptr Ink Mo 21:44-5+ N '30

Structure in the new typography. D. C. McMurtrie. il Ptr Ink Mo 20:40-1+ F '30

ADVERTISEMENTS—Layout—*Continued*

Studied sloppiness is often an asset rather than a detriment. R. B. Lockwood. il Ptd Salesmanship 56:521+ F '31

25 questions. W. L. Baccus. Ptr Ink Mo 22:36 My '31

What happens if the copy mass is completely split in two? J. A. Kiss. il Inland Ptr 87: 86-9 Je '31

When text must be split up into parts. W. L. Larned. il Ptr Ink 153:89-90+ O 2 '30

You say I can cut the copy! A. Glim. Ptr Ink Mo 20:33+ Ap '30

Maps

Texaco provides tourist information through daily papers. Nat Pet N 23:74 My 6 '31

To keep out of ruts. Ptr Ink 155:89 My 28 '31

Use copyrighted maps with care. Adv & Sell 17:72-3 Je 10 '31

Name plates

Steps to be taken in campaigns to launch new industrial products; S-A vibrator screen. C. H. Adamson. il Ptd Salesmanship 55:249-50+ My '30

Ten ways to feature the name plate. W. L. Larned. il Ptr Ink 152:61-2+ Jl 31 '30

Plagiarism

See Imitation (in business)

Position

Right-hand or left-hand page? Ptr Ink 155: 52 Ap 23 '31

Right-hand position preferred. Ptr Ink 152: 128-9 S 4 '30

Rating

Four advertisements that did; suggesting "results produced" as the basis for judging advertising. A. Glim. il Ptr Ink 155:116+ Ap 2 '31

Score card for advertisements. D. E. Robinson. Ptr Ink 155:10+ Ap 23 '31

Showing up the experts. C. Rheinstrom. il Adv & Sell 15:22+ Ag 20 '30

Yardstick to judge advertising. B. Chapple. Ptr Ink 154:28 Mr 26 '31

Repetition

Finding new ways to improve an advertising campaign; the California fruit growers do it by suggesting new uses, changing copy in all mediums and experimenting with color. W. B. Geissinger. Ptr Ink 149:124-5 D 19 '29

Repetition—that's all; why switch from one copy theme to another? E. Wolff. Ptr Ink 149:17-19 D 26 '29

Signatures

Agent, spare that signature. D. Gridley. Ptr Ink Mo 19:38+ D '29

Changing role of the signature. B. Rowe. il Ptr Ink Mo 21:44-5+ Ag '30

Copy writers need their cloak of anonymity. J. Wood. Ptr Ink 150:44 F 20 '30

Glorifying the American copy writer. J. H. Woods. Ptr Ink 150:121-2+ F 13 '30

Should copy writers sign their copy? M. Artzt. Ptr Ink 150:61-2+ Ja 23 '30; Discussion. G. W. Freeman. 150:84-5+ F 27 '30

What Groucho says; agencies shouldn't sign their ads. Ptr Ink 150:34+ Mr 13 '30

Why should a copy writer sign his work? J. F. Arndt. Ptr Ink 150:52 F 6 '30

Specimens

I. P. gallery of blue-ribbon advertisements. il Inland Ptr 87:77 Je; 82 Jl '31

McGraw Hill gallery of distinguished advertisements selected from business publications. il Adv & Sell 17:sup [Adv Arts] 5-8 S; 18:sup 1-4 N '31

Worth clipping. il Adv & Sell 16:sup [Adv Arts] 52-5 Ja; 38-40 Mr '31

Testing

Astring-o-sol campaign sells a year's quota in one month. D. S. McNaughton and W. H. Herbert. il Sales Management 20:584-5+ D 28 '29

Confusing results. Ptr Ink 151:109 Je 5 '30

Every listerine advertising dollar must return home with a profit. J. L. Johnston. il Ptr Ink 154:3-4+ Mr 26 '31

How to test an advertising campaign. A. E. Haase. Ptr Ink 154:57-8+ F 19 '31

Husband free, just mail the coupon! Adv & Sell 17:40 My 13 '31

Investment trust tests class and mass appeal. il Adv & Sell 18:36+ N 11 '31

Simple way to test advertisements. A. Herrick. il Ptr Ink 154:17-20 Ja 29 '31

Testing advertising. M. T. Gragg. Harvard Business R 9:111-23 O '30

Testing advertising in the laboratory. K. Groesbeck. Adv & Sell 15:19+ Jl 9 '30

Testing attention-getting value in bank advertising. A. Herrick. il Adv & Sell 17:36+ S 30 '31

Testing copy by actual sales. K. Groesbeck. Ptr Ink 153:57-8+ O 9 '30

Twelve ways to test for sure-fire copy. K. M. Goode and C. Rheinstrom. Adv & Sell 16: 23-4 Ap 29 '31

When is an advertising test not a test? H. M. Warren. il Ptr Ink 151:3-4+ Je 26 '30

Why they pull; results from a retail advertisement test campaign; James Butler grocery company. J. F. Laing. il Ptr Ink Mo 22:34-6+ Ap '31

See also
Advertising campaigns—Testing

Typography

Advertising type combinations. A. C. Arnold and R. H. Powers. 75p Dragon press, Detroit '31

Advertising typography and layout. B. V. Flannery. Am Gas Assn Proc 1929:805-9; Same. Am Gas Assn Mo 12:71-4 F '30

Are we in for another long spell of stormy typographic weather? A. R. Barkley. il Ptd Salesmanship 57:398-9 Jl '31

Beautiful and not so dumb—that's modern typography. F. N. Phillips. il Ptr Ink 151: 33-4 Je 26 '30

Beautiful but dumb advertising. B. Rowe. il Ptr Ink 151:3-4+ Je 12 '30

Careless imprinting can nullify the value of an advertising piece. M. E. Smith. il Inland Ptr 86:89-90 Ja '31; Discussion. H. Gladstone. 86:57-8 Mr '31

Clear, beautiful types increase in favor while the freak fonts wane. G: French. il Inland Ptr 84:57-9 D '29

Copy writer turns his attention to typography. A. T. Moore. Ptd Salesmanship 56: 357-8 D '30

Disputes Goudy's contention that modern types are only a fad. W. A. Parker. Ptd Salesmanship 54:466+ Ja '30

Distinction in printing: what it is—and isn't! K. D. Currie. il Ptd Salesmanship 58:45-6+ S '31

Doing the unusual in advertising with typography. W. L. Larned. il Ptr Ink 151: 76+ Ap 17 '30

Easy on the eyes. E. P. Hermann. Ptr Ink Mo 20:48-9+ Mr '30

Effective typography helps me to retain my job. J. L. Wren. Inland Ptr 86:80 Ja '31

Fundamentals of modernism in typography. D. C. McMurtrie. il Ptr Ink Mo 20:33-5+ Ja '30

Future of advertising composition. D. C. McMurtrie. Ptr Ink Mo 20:39-40+ Ap '30

How to select the right type. D. C. McMurtrie. Bankers Mo 47:24+ S '30

How to use modern display types. F. Dannay. il Adv & Sell 17:sup [Adv Arts] 30-4 S '31

Laboratory method of determining type measures and leading. H. A. Calahan. Ptr Ink Mo 22:78+ My '31

Let's consider contrasts of shape. G. P. Farrar. il Ptr Ink Mo 22:68-9 Ap '31

Lively lettering as one medium for making typography laugh, sing, and dance. E. Ellsworth, jr. il Inland Ptr 85:108-10 Ag '30

Melancholy (typographic) days are here! K. D. Currie. il Ptd Salesmanship 56:413-15+ Ja '31

ADVERTISEMENTS—Typography—*Continued*

Modern advertising can be beautiful and readable. P. M. Miller. il Ptr Ink 152:120+ Jl 17 '30

Modern advertising printing needs new advertising type faces. O. Bettmann. Inland Ptr 84:81-3 F '30

Modern advertising takes a tip from the old fashioned primer. J. A. Kiss. il Ptr Ink Mo 20:52+ Je '30

Modern types do not guarantee modern advertisements. G. P. Farrar. il Ptr Ink Mo 22:43+ Ja '31

Modern typography and layout. D. C. McMurtrie. 190p Eyncourt press, 440 S. Dearborn st., Chicago; Review. Ptd Salesmanship 54: 376-7 D '29

Modern typography is good advertising. G. P. Farrar. il Ptr Ink Mo 21:34-5+ S '30

M'sieu le voyageur; original advertisement, with eighty-four resets. Inland Ptr 85:62 Jl; 86:54 N '30; 66 Ja; 98 F; 80-1 Mr; 87:73 Ap; 92-3 My; 46 Je; 57-9 Jl; 52 S '31

New type faces for 1931. G. P. Farrar. Ptr Ink Mo 21:33+ D '30

New types for old. G. P. Farrar. il Ptr Ink Mo 22:44-5 F '31

Ordinary printing jobs that have been done in an extraordinary way. H. L. Bird. il Ptd Salesmanship 58:109-11+ O '31

Patchwork typography is foolish practice when ads must pull. G. French. il Inland Ptr 86:107-8 D '30

Pictorial typography. W. L. Larned. il Ptr Ink 152:60+ S 25 '30

Pranking with paragraphs. L. G. Sherman. Ptr Ink 149:149-50 D 5 '29

Private type faces, in principle and in practice. A. R. Hopper. il Ptd Salesmanship 56: 253-4+ N '30

Shall retail stores standardize on type faces? J. N. Krohne. il Ptd Salesmanship 56:27-9 S '30

Something new, old, strong and bold. G. P. Farrar. il Ptr Ink Mo 20:36-7 My '30

Structure in the new typography. D. C. McMurtrie. il Ptr Ink Mo 20:40-1+ F '30

Suggestion to typographers: challenge your first hunches. P. A. Bennett. Adv & Sell 16:42 F 18 '31

Sweet and low. G. P. Farrar. il Ptr Ink Mo 23:40-1 Ag '31

Synthetic art of typography. K. D. Currie. il Ptd Salesmanship 57:197-9 My '31

Talking type. E. P. Hermann. il Ptr Ink Mo 20:44-5+ Ja '30

Trends in the ads since 1921. S. H. Giellerup. il Adv & Sell 15:17-19+ S 3 '30

Tricky typography isn't modernism. C. Brodie. il Ptr Ink 152:98-9 Jl 3 '30

Typographic delirium tremens. D. A. Hayes. Ptr Ink 152:140+ Jl 24 '30

Typographic design in advertising. L. B. Siegfried. 128p [bibliog p124] Committee on education, United typothetae of America, Washington, D. C. '30

Typographic scoreboard. J. L. Frazier. Adv & Sell 14:24 Ap 16 '30 [continued monthly]

Typographic styles change every generation. E. G. Gress. il Adv & Sell 14:30+ Ap 16; 15: 34+ My 14; 34+ Je 11; 30+ Jl 23 '30

Typographic tricks that carry ideas to the eye. G. P. Farrar. Ptr Ink Mo 21:38+ N '30

Typographical truffles. Ptr Ink 151:162-3 Ap 17 '30

Using initial letters in new ways. W. L. Larned. il Ptr Ink 153:128-9+ N 13 '30

What is typographic sanity? H. L. Gage. Adv & Sell 15:21-2+ Je 25 '30

What roman face goes best with sansserif display? L. J. Herzberg. il Inland Ptr 87: 82-3 Ap '31

What shall we use with it? G. P. Farrar. Ptr Ink Mo 21:44-5+ O '30

What type for packages? G. P. Farrar. il Ptr Ink Mo 23:43-4 N '31

When curved or angular jobs are required you can handle them with type. D. Reisz. il Inland Ptr 85:57-8 My '30

When headlines are unnecessary. W. L. Larned. il Ptr Ink 153:76-7+ O 16 '30

Where do new type trends originate, and why? A. R. Barkley. il Ptd Salesmanship 57:478-9+ Ag '31

Why not italic types for body text? G. P. Farrar. il Ptr Ink Mo 22:41-2 Je '31

See also

Advertisements—Headlines	Advertisements, Small space
Advertisements—Layout	House organs—Typography

Uses

When one piece of copy must do the work of two; appearing in salesmen's portfolios, in window displays, in direct mail, etc. R. B. Lockwood. il Ptd Salesmanship 56:60+ S '30

ADVERTISEMENTS, Classified

Classified group plans national survey. Ptr Ink 157:42 O 29 '31

Making a weekly's small ads count. D. C. Clark. Inland Ptr 86:98 O '30

Want ads

Help-wanted advertising as an indicator of the demand for labor. A. Bezanson. 104p Univ. of Pennsylvania press, Philadelphia '29; Abstract. Monthly Labor R 29:1410-12 D '29

Plan to discourage the use of blind advertisements for security salesmen. I B A of A 18:100-1 My 2 '30

ADVERTISEMENTS, Humorous

Advertising coffee with a joke a day. il Ptr Ink 152:103 S 11 '30

Can papa milk a cow? consumer campaign on refrigerator insulation. F. Read. il Ptr Ink 155:10+ Ap 30 '31

England lacks no sense of humor in its advertising. F. McVoy. il Ptd Salesmanship 56:342+ D '30

Entertainment in advertising isn't anything new. J. Wayer. il Ptr Ink 155:89-90 Ap 9 '31

Fish on the sofa; Ilg electric ventilating company campaign. F. Read. il Ptr Ink 155:10+ My 14 '31

Humor is an effective force in advertising; Georgia power company. J. R. Marsh. il Aera 20:708-15 D '29

Humorous advertising for a serious matter; Aetna's campaign. il Ptr Ink 154:62+ F 26 '31

Humorous postcard campaign that gets results. A. S. Warshak. il Ptd Salesmanship 57:325-6 Je '31

Making advertising out of routine; Fortnum & Mason. J. W. George. il Adv & Sell 14: sec 2[Adv Arts] 33-5 Ap 2 '30

Making the smile a feminine sales factor. P. V. Keyes. il Ptr Ink Mo 20:31-2+ Je '30

Posters with a chuckle sell dealers as well as consumers; counter and window displays; Eveready flashlights. H. A. McMullan. il Sales Management 26:22+ Ap 4 '31

Speaking of socks—and the sock market; new Realsilk campaign combines entertainment and testimonial. il Ptr Ink 156:10+ Ag 13 '31

Sugar-coating the fear appeal; insurance copy. il Ptr Ink 151:80+ Ap 24 '30

They smiled when they read the letter. il Ptd Salesmanship 55:419+ Jl '30

To the parents through the children. G. P. Metzger. il Adv & Sell 15:28+ Ag 6 '30

Why there ain't no ornomorunkuses. il Ptr Ink 156:80 Ag 6 '31

ADVERTISEMENTS, Pictorial

Advertising adopts the comic strip technique. B. Lorimer. il Adv & Sell 16:27+ Ap 1 '31

Advertising that breaks the rules; American car & foundry sells yachts with Rockwell Kent engravings. il Ptr Ink Mo 22:33+ F '31

Aetna Life blazes a new trail in publication of rotogravure sections. S. F. Withe. il Ptd Salesmanship 57:65-6 Mr '31

After all, the pretty girls do sell merchandise. W. Perry. il Ptr Ink Mo 22:44-5+ My '31

Animating the inanimate. W. L. Larned. il Ptr Ink 153:89-92 N 27 '30

Apollinaris perpetuates a Du Maurier drawing. il Ptr Ink Mo 22:115 Ja '31

Art as means to an end. E. E. Calkins. il Adv & Sell 14:sec 2[Adv Arts] 17-23 Ja 8; 45-8 Ap 2 '30

ADVERTISEMENTS, Pictorial—*Continued*

Art director speaks a few words on art butchering. Ptr Ink 154:90-2+ Ja 1 '31
Artist as a trade-mark. A. Glim. Ptr Ink Mo 22:36+ F '31
British advertisers turn back the pages of history for copy themes. F. McVoy. il Ptd Salesmanship 55:440-1 Jl '30
Bubbles; the most famous picture in advertising. W. Smith. il Ptr Ink Mo 20:44+ F '30
Carl Erickson. A. Stote. il Adv & Sell 16:sup [Adv Arts] 41-5 Ja '31
Cast of Lilliputians starred in Brunswick radio booklet. il Ptd Salesmanship 54:426-7 Ja '30
Close-up illustrations are always interesting. W. L. Larned. il Ptr Ink 150:156+ Ja 30 '30
Composing twin pictures cleverly. W. L. Larned. il Ptr Ink 153:125+ D 4 '30
Cosmetic advertising and the pretty girl. il Ptr Ink 155:100 Ap 9 '31
Doing the unexpected pictorially. W. L. Larned. il Ptr Ink 156:63-6 Ag 27 '31
Don't make your illustration too simple. W. L. Larned. Ptr Ink 153:138+ O 23 '30
European advertising art—in Europe and in America. A. Glim. il Ptr Ink 154:41-2+ Mr 19 '31
Fusing headline and illustration. J. A. Kiss. il Ptr Ink Mo 21:44-5+ D '30
Future of advertising art. S. Campbell. Ptr Ink Mo 20:47-8+ My '30
Giants and pygmies of industrial advertising. R. B. Lockwood. il Ptd Salesmanship 57:333-4+ Je '31
Giving the campaign foreign atmosphere. W. L. Larned. il Ptr Ink 151:117-18+ My 1 '30
Giving the illustration unusual layout contour. W. L. Larned. il Ptr Ink 149:128+ N 21 '29
Graphic life insurance selling; examples of 1929 illustrated ads and cartoons. Weekly Underw 122:34-9 sec 2 My 10 '30
Graphic selling arguments; illustrated advertisements and cartoons used by life companies in 1930. Weekly Underw 124:34-9 sec 2 My 9 '31
How projecting illustrations help layouts. W. L. Larned. il Ptr Ink 154:72+ Mr 19 '31
Illustrations that appeal to architects. R. W. Sexton. il Ptr Ink Mo 20:38+ F '30
Importance of looking important. W. Smith. il Ptr Ink Mo 22:33-4+ Ja '31
In defense of American advertising art. C. K. Morris. Ptr Ink 157:101+ N 5 '31
Is the bathroom merely a place to bathe? Ptr Ink 152:120-1 Ag 14 '30
It all depends upon the perspective. R. B. Lockwood. il Ptd Salesmanship 54:543-4+ F '30
Let the public suggest your coupon offer; the Gerber baby. il Ptr Ink 153:156+ N 13 '30
Linking art to argument. W. L. Larned. il Ptr Ink 157:92+ O 1 '31
Make your illustrations live! H. H. Hilscher. il Ptr Ink Mo 21:40-1+ O '30
Making a travel campaign stand out; Matson & Lassco lines advertise Hawaii. W. L. Larned. il Ptr Ink 156:98+ Jl 2 '31
Making food recipe pictures distinctive. W. L. Larned. il Ptr Ink 151:105-6+ Ap 10 '30
Making the headline spark-plug the copy. W. L. Larned. il Ptr Ink 156:85-8 Jl 23 '31
Merry-go-round art compositions. W. L. Larned. il Ptr Ink 152:42+ S 11 '30
Modern advertising art. F. H. Young. 199p Covici, Friede, inc, New York '30
Modern advertising takes a tip from the old fashioned primer. J. A. Kiss. il Ptr Ink Mo 20:52+ Je '30
Modern art—its genesis and destination. N. Pousette-Dart. Ptr Ink 153:150+ O 23 '30
Modern publicity, 1931; Commercial art annual. F. A. Mercer and W. Gaunt, eds. 174p $4.50; pa $3 Studio Limited, London; William Edwin Rudge, New York '31
New Ford campaign; illustrations by well known painters. Ptr Ink Mo 23:37 N '31
Package display is vital in food product advertising. W. L. Larned. il Ptr Ink 152:60+ Ag 14 '30
Painting foods offers an art problem all its own; interview with Carl Neher. A. Leinard. il Ptd Salesmanship 58:53-4+ S '31
Pictorial typography. W. L. Larned. il Ptr Ink 152:60+ S 25 '30
Picture may be placed at the bottom artistically. W. L. Larned. il Ptr Ink 151:125-6+ Je 5 '30
Pictures talk a language. J. G. Faber. il Ptr Ink Mo 21:114 S '30
Pistol-shot pictures. W. L. Larned. Ptr Ink 152:101-2+ Jl 17 '30
Ploughing paths of white through the illustration. W. L. Larned. il Ptr Ink 154:89-92 Ja 22 '31
Proof-read your artwork. A. C. M. Azoy. Ptr Ink Mo 21:103 D '30
Putting appetite appeal into black and white illustrations. W. L. Larned. il Ptr Ink 150:80-1+ Ja 16 '30
Realism or modern impressionism in food illustration? T. F. Walsh. il Ptr Ink Mo 21:44-5+ Jl '30
Similes, reproduced; National lead company. il Ptr Ink Mo 21:76+ O '30
Some snootifying is justifiable. P. Johnson. Ptr Ink 151:89-90 Je 5 '30
Straight-at-you illustration. W. L. Larned. il Ptr Ink 151:140+ Je 12 '30
Studied sloppiness is often an asset rather than a detriment. R. B. Lockwood. il Ptd Salesmanship 56:521+ F '31
That's a tricky illustration! W. L. Larned. il Ptr Ink 152:106+ S 4 '30
Those Texaco listen dogs. G. W. Vos. il Ptr Ink 155:10+ Ap 9 '31
Two industrial etchings by Otto Kuhler; made for the Timken steel and tube company; reproductions. Adv & Sell 14:24a-b D 11 '29
Way to a man's interest is thru his curiosity. R. B. Lockwood. il Ptd Salesmanship 57:145-6+ Ap '31
What constitutes a story illustration? W. L. Larned. il Ptr Ink 152:130+ S 18 '30
What's wrong with this picture? J. B. Hardee. il Ptr Ink Mo 20:43+ Ja '30
When the appeal is negative—edit the illustration wisely. W. L. Larned. il Ptr Ink 152:110-12+ Ag 28 '30
Why do art directors snootify homely products? L. M. Cottin. Ptr Ink 151:10+ My 15 '30
You will look where the person in the illustration looks. W. L. Larned. il Ptr Ink 150:140+ Ja 23 '30

See also

Color in advertising
Posters
Show cards

Animal pictures

Advertisers' Noah's ark. R. B. Lockwood. il Ptd Salesmanship 54:338-40+ D '29
And elephants to ride upon! E. P. Hermann. il Ptd Salesmanship 54:246-8 N '29

Background

Backgrounds that accentuate the product. R. B. Lockwood. il Ptd Salesmanship 57:52-4+ Mr '31
How to dispense with unnecessary pictorial backgrounds. W. L. Larned. il Ptr Ink 152:115-16+ Ag 21 '30
Make the background mean something. W. L. Larned. il Ptr Ink 154:97-8+ Ja 8 '31
Repetition value of a good background. il Ptr Ink 154:20 Mr 5 '31

Cartoons

Funny papers campaign for General Foods; Grape-nuts will go entertainment. il Ptr Ink 155:25-6 My 14 '31

Competitions

Contest among students of Chicago art schools stimulates interest in poster art. E. H. Shanks. il Ptd Salesmanship 55:38+ Mr '30

Exhibitions

Annual art directors show—an institution. C. B. Larrabee. il Ptr Ink Mo 22:46-7+ My '31
Award winners in Art directors' exhibit. Ptr Ink 151:41 My 8 '30

ADVERTISEMENTS, Pictorial—Exhibitions —*Continued*

Eighth annual of advertising art from advertisements shown at the exhibition of the Art directors club, Art center, New York, May 4 to 29. 134p Book service co., 15 East 40 St., N. Y. '29

Medal winners in the ninth annual exhibition of advertising art. Adv & Sell 15:26-9 My 14 '30

Medal winners in tenth annual exhibition of advertising art. il Adv & Sell 16:sup [Adv Arts] 46-8 My '31

9th annual exhibition of advertising art. G. L. Welp. il Ptr Ink Mo 20:34-7+ Je '30

Ninth annual of advertising art; from advertisements shown at the exhibition of the Art directors club. 136p Book service co, 15 E 40th St, New York '30

Second exhibition of fifty outstanding advertisements at the Art center, New York, under the auspices of the Art directors club. il Adv & Sell 18:sup[Adv Arts] 41-4 N '31

Tenth annual of advertising art; from advertisements shown at the exhibition of the Art directors club. 114p $6 Book service co, 15 E 40th St, New York '31

Furniture backgrounds

Correct and incorrect uses of furniture background in advertising literature. H. T. Barton. il Ptd Salesmanship 55:336-7 Je '30

Styling—a guide for advertising, sales and production. H. D. Brown. il Ptr Ink Mo 21:31-2+ Ag '30

Hands

Copy from shadowland. il Ptr Ink 157:81 O 1 '31

Hands. il Adv & Sell 17:26 O 28 '31

Let's give this little copy a great big hand! R. B. Lockwood. il Ptd Salesmanship 58:137-8+ O '31

Our sublimated fifth sense. E. Arens. il Adv & Sell 16:sup [Adv Arts] 27-34 Mr '31

Photographing a complex. il Ptr Ink 157:88 O 15 '31

Maps

Building contractor breaks out into art—with notable results! J. S. Warren. il Ptd Salesmanship 54:564 F '30

Modernism

How Steinway uses modern art. C. T. Coiner. col front Adv & Sell 14:sec 2[Adv Arts] 17 Ap 2 '30

How the skyscraper idea has been injected into the modern advertisement. W. Sclater. il Inland Ptr 86:90-2 O '30

Modern movement. il Ptd Salesmanship 54:524-5 F '30

Silvered advertising. il Ptd Salesmanship 54:326-7 D '29

Some more about the modern trend in advertising art. W. Smith. il Ptr Ink Mo 19:44-5+ D '29

Photographs

Action photos sell machines. F. O. Wyse and W. H. Gardner. il Adv & Sell 14:22-3+ Ap 2 '30

Action pictures that help sell tractors. il Ptd Salesmanship 54:232-4 N '29

Adding something to the photographic illustration. W. L. Larned. il Ptr Ink 153:122+ O 9 '30

Advertiser's art; does it exist simply to glorify the pretty girl? Adv & Sell 16:36 Ap 15 '31

Another way to make phantom photographs. il Ptr Ink 155:62 Je 11 '31

Back to the gay nineties with Electrolux photographs. E. Peterson. il Ptr Ink 156:49-50+ Ag 6 '31

Catalog pictures that set the stage for the product. Ptd Salesmanship 56:504-5 F '31

Colors that spring from the camera's lens. col il Ptd Salesmanship 55:210-12 My '30

Composite photographs lend character and background to Abbott footgear. A. R. Barkley. il Ptd Salesmanship 55:140-1 Ap '30

Copy writer goes out to take some pictures. il Ptd Salesmanship 55:510+ Ag '30

Direct-color photography invades the farm market in a new Caterpillar booklet. G. E. Braddock. il pl Ptd Salesmanship 57:296 Je '31

Dramatic photography in insurance advertising. il East Underw 31:19-20 My 16 '30

Enough rope. Adv & Sell 18:sup[Adv Arts] 10 N '31

"Feelers" tell a bedtime story in new mattress campaign. il Ptr Ink 157:10+ O 1 '31

Five camera methods for the advertiser. P. R. Smith. il Ptr Ink Mo 23:40-1+ Jl '31

$500 for a photograph? G. Aymar. il Adv & Sell 17:sup [Adv Arts] 49-55 S '31

Get a new viewpoint in your illustrations. W. L. Larned. il Ptr Ink 152:122+ Jl 3 '30

Hoffman's Pale Dry. Adv & Sell 17:26 S 2 '31

How Harvester company picks advertising photos. F. Read. il Ptr Ink Mo 22:70+ Ap '31

In quest of pictorial realism with lights and camera. W. E. Barr. il Ptd Salesmanship 56:486-8 F '31

Injecting motion picture drama into the photographic picture. W. L. Larned. il Ptr Ink 154:85-8 F 26 '31

Laying the bugaboo of figures; Monroe calculating machine campaign. T. F. Walsh. il Ptr Ink Mo 20:41-2+ Ap '30

Must all catalog photographs be ordinary? J. Milligan. il Ptd Salesmanship 58:36-9+ S '31

New art from Europe called photomontage. S. A. Brady. il Ptd Salesmanship 57:308-10 Je '31

99 & 44/100% new. il Adv & Sell 17:sup [Adv Arts] 41-3 S '31

Paper sculpture in advertising. Adv & Sell 17:26 Jl 22 '31

Phantoms of the camera. Ptd Salesmanship 56:312-13 D '30

Photograms. Adv & Sell 18:sup[Adv Arts] 19-21 N '31

Photograph of electric light bulbs by Anton Bruehl. Adv & Sell 17:sup [Adv Arts] 20 Jl '31

Photograph within a photograph idea. W. L. Larned. il Ptr Ink 151:136+ My 15 '30

Photographer as an advertising illustrator. W. Smith. il Ptr Ink Mo 23:44-6+ Ag '31

Photographing for newspaper reproduction. H. S. Thomas. il Ptd Salesmanship 54:330-2+ D '29

Photographing for reproduction by rotogravure. H. S. Thomas. il Ptd Salesmanship 55:122-4 Ap '30

Photomontage. D. C. McMurtrie. il Ptr Ink 149:89-91 D 26 '29

Photo-montage; photography by H. Flannery and J. Jorgulesco. Adv & Sell 17:sup [Adv Arts] 44-8 Jl '31

Pictures that see their own shadows. W. L. Larned. il Ptr Ink 151:89-92+ Je 26 '30

Plant location as a tangible business asset; Gilman fanfold company capitalizes on its Niagara Falls location. G. E. Russell. il Ptd Salesmanship 56:132-4+ O '30

Pompeian's phantom fingers—how it was done. A. M. Howe. il Ptr Ink 154:10+ Ja 1 '31

Rephotographing through glass. il Ptr Ink 155:57 Ap 30 '31

Reproducing color in photographs. W. E. Barr. il Ptd Salesmanship 56:221-3 N '30

Right-and-wrong illustrations better than in old days. W. L. Larned. il Ptr Ink Mo 21:63-4+ S '30

Rogers Peet's new angle. A. C. M. Azoy. il Ptr Ink Mo 20:41 My '30

Showing the product in pictorial patterns. W. L. Larned. il Ptr Ink 151:100+ My 8 '30

Solving the newspaper halftone problem. W. E. Barr. il Ptr Ink Mo 20:34-5+ Ap '30

Some recent experiments in photographic display signs. A. R. Barkley. il Ptd Salesmanship 56:120-1 O '30

Spontaneous enthusiasm—key to good advertising illustrations. A. M. Howe. il Ptr Ink 155:64-5+ Ap 2 '31

Steinway makes 1930 its greatest year. R. A. Caudill. il Ptd Salesmanship 57:128-30 Ap '31

ADVERTISEMENTS, Pictorial—Photographs —*Continued*

Steps to be taken in campaigns to launch new industrial products; S-A vibrator screen. C. H. Adamson. il Ptd Salesmanship 55:249-50+ My '30

Sugar-coating mechanical facts with trick photography; Stewart-Warner and the Brunswick radio. D. G. Baird. il Sales Management 23:466-7 S 27 '30

Ten representative photographs from an exhibition of foreign advertising photography. Adv & Sell 16:28-9 Mr 18 '31

352,000 photographic post cards answer business alarmists. J. B. Gray. il Ptd Salesmanship 55:490-2+ Ag '30

True colors from 75 feet below ground; Ohio caverns. S. A. Berg. il Ptd Salesmanship 57:474-5+ Ag '31

Two leaves from a modern catalog; Udall and Ballou, New York. il Ptd Salesmanship 56: 400-1 Ja '31

Two of a group of unusual photographs expressing pain; advertisements for Unguentine. Adv & Sell 16:sup [Adv Arts] 59 My '31

Using a drawing for an illustration background. A. M. Howe. il Ptr Ink 154:25-6 Ja 29 '31

What foreign advertising photographers are doing. il Ptr Ink 154:70-2 F 26 '31

What the new photoflash lamp brings to advertising. M. de L. Jenkins. il Ptd Salesmanship 57:298-9 Je '31

Where to put the lights and camera. J. F. Collins. il Ptd Salesmanship 57:404-5+ Jl '31

Portraits

Facial expression—a pictorial asset. W. L. Larned. il Ptr Ink 151:117-18+ Ap 3 '30

Facial expression—an advertising language. W. L. Larned. il Ptr Ink 153:116+ N 20 '30

Make your portrait illustrations real people. W. L. Larned. Ptr Ink 150:96+ F 13 '30

Using heads—of people—in advertisements. J. R. Caples. il Adv & Sell 14:26-7 Mr 19 '30

Whisker waving period in advertising. E. Whitmore. il Ptd Salesmanship 57:386-7 Jl '31

Writing a sales message across the human face. W. L. Larned. Ptr Ink 153:85+ D 11 '30

Statistics

Rotogravure lineage of national advertisers. Sales Management 24:131-2 sec 2 S 27 '30

Symbolism

Picture-symbols of product content. W. L. Larned. il Ptr Ink 151:139-40+ My 22 '30

Say it with hobgoblins. W. L. Larned. il Ptr Ink 150:57-8+ Ja 2 '30

Technique

Combining direct-color photography and artwork offers many advantages. Inland Ptr 85:78 Ap '30

Duotone engravings are often the answer to color limitations. il Ptd Salesmanship 57: 121-3 Ap '31

Effective use of massed black. W. L. Larned. il Ptr Ink 149:121-2+ D 12 '29

How repetition illustrations are made. W. L. Larned. il Ptr Ink 151:109-12 My 29 '30

How to illustrate a printed presentation of agency service. A. D. Luse. Ptd Salesmanship 56:412+ Ja '31

Illustrations from type characters and strip rule offer good variety. L. J. Herzberg. il Inland Ptr 87:81-3 S '31

Improving the newspaper halftone. W. L. Larned. il Ptr Ink 156:101-2+ Ag 6 '31

Is stunt typography properly classified as being art? A. J. Fehrenbach. Inland Ptr 88: 65-6 O '31

Meet your engraver—an artist, a chemist, a metallist. A. Glim. Ptr Ink 150:33-4+ F 20 '30

Playing black against white—a forceful art technique. W. L. Larned. il Ptr Ink 154:120-1+ F 5 '31

Poster style expressed in black and white. A. Leinard. il Ptd Salesmanship 56:234+ N '30

Putting appetite appeal into black and white food pictures. il Ptr Ink 155:108 Je 4 '31

Rotogravure tabloid that rings the cash register. il Ptd Salesmanship 54:367-8 D '29

Rough-surface technique and its possibilities. W. L. Larned. il Ptr Ink 153:103-4+ O 30 '30

Securing photographic realism with pen and ink. W. L. Larned. il Ptr Ink 152:133-4+ Jl 24 '30

Solving the newspaper halftone problem. W. E. Barr. il Ptr Ink Mo 20:34-5+ Ap '30

Some rules for superimposing one picture over another. W. L. Larned. il Ptr Ink 153: 44+ D 25 '30

Techniques for newspaper reproduction. H. L. Gage. il Adv & Sell 15:sec 2[Adv Arts] 25-9 O 1 '30

Ten rules for writing the advertisement on a slate. W. L. Larned. il Ptr Ink 152:57-8+ Jl 10 '30

There are many neglected patterns in Ben Day book. W. L. Larned. il Ptr Ink 151: 143-4+ Je 19 '30

There is a one best way to vignette an illustration. W. L. Larned. il Ptr Ink 150:124+ F 20 '30

There's romance in rotogravure. A. Glim. Ptr Ink 150:49-50+ Mr 13 '30

They look like wax models—and they are; Udall & Ballou and Van Dyck advertisements. A. M. Howe. il Ptr Ink 154:41-2 Ja 15 '31

Those illustrations with a photographic look. W. L. Larned. il Ptr Ink 153:64-5+ N 6 '30

Trick of the third dimension. E. P. Herman. il Ptr Ink Mo 23:52-3 S '31

What art techniques are best for newspaper use? W. L. Larned. il Ptr Ink 150:80-1+ Mr 13 '30

Why Field's uses roto for long runs. E. R. Richer. il Ptd Salesmanship 57:321-2 Je '31

See also
Advertisements—
Photographs

ADVERTISEMENTS, Small space

Getting inquiries with small-space advertisements; some tests that revealed the effectiveness of coupons, factual headlines and illustrations. J. O. Nilan. Ptr Ink 157:53-4 O 22 '31

Needles in display haystacks. W. L. Larned. Ptr Ink 152:89-92 Ag 7 '30

New media help Stanley reduce inquiry cost. G. H. Coxe, jr. Ptr Ink 155:34+ My 28 '31

Observations by old-timer. Ptr Ink Mo 22:61+ F '31

Read-as-you-run street car advertising. F. H. Madison. il Elec Traction 27:185-6 Ap '31

Small space ads that sell. S. T. Seidman. il Adv & Sell 16:24-5 Ap 1 '31

When you use small space. A. Glim. Ptr Ink 156:95-7 Jl 16 '31

You may need greater frequency and smaller advertisements. A. Glim. Ptr Ink 152:41-2+ Jl 3 '30

ADVERTISERS

Advertisers have foibles, too. A. Glim. Ptr Ink 155:80+ Je 4 '31

Advertising 100 years ago; the American advertising directory for the year 1831. Ptr Ink 154:10+ Mr 26 '31

Data on some leading advertisers. Sales Management 24:144G-P, 145-52 sec 2 S 27 '30

Key men. Ptr Ink 151:8 Je 5 '30

Waning of the smoke-stack era in advertising. R. R. Updegraff. Adv & Sell 16:17-18+ F 18 '31

Where are tomorrow's advertisers coming from? C. B. Larrabee. Ptr Ink 152:3-4+ S 11 '30

See also
Advertising—New advertisers
Advertising, National

ADVERTISING

Ads. and sales. H. N. Casson. rev. ed. 181p Efficiency magazine, Kent house, 87 Regent St., London, W.1. '29

Advercocci, tame and wild. H. Pronto. il Adv & Sell 17:25+ O 14 '31

Advertiser gives himself a quiz. R. Giles. Adv & Sell 14:25+ Ap 2 '30

ADVERTISING—*Continued*

Advertising agencies emphasize fundamentals of business. Ptr Ink 151:25-6+ My 22 '30

Advertising and advertisements. E. Hubbard. 276p Roycrofters, East Aurora, N.Y. '29

Advertising and its mechanical production. C. R. Greer. 474p Crowell '31

Advertising and its tomorrow. E. S. Jordan. Nation's Business 19:100+ N '31

Advertising and the open mind. V. E. Burnett. il Adv & Sell 14:28+ D 25 '29

Advertising and the rising generation. J. H. Klingenfeld. il Ptr Ink Mo 23:31-2+ O '31

Advertising by stealth. A. Glim. Ptr Ink 154:25-6 Mr 26 '31; Discussion. Spectator 126:7+ Ap 16; 8-9 My 7; 16-17 My 21 '31

Advertising can alter the national appetite. F. George. Ptr Ink Mo 22:39-40+ Mr '31

Advertising convention, 6th, Hastings, June 21-25. Engineer 149:716-17 Je 27 '30

Advertising: expense or profit-maker in depression years? Fourteen executives answer. Sales Management 24:500-1 D 27 '30

Advertising federation of America meeting, Washington, D. C. Adv & Sell 15:82 My 28 '30; Ptr Ink 151:25-6+ My 29 '30; Sales Management 22:356-7+, 384-6 My 24-31 '30

A.F.A. convention. Ptr Ink 155:25-6+ Je 18 '31; Sales Management 26:463-4 Je 20 '31

Advertising handbook. S. R. Hall. 2d ed 1048p McGraw-Hill '30

Advertising interests meet with government chiefs. B. A. Grimes. Ptr Ink 153:42+ N 20 '30

Advertising; its economics, philosophy and technique. H. W. Hess. 516p $5 Lippincott '31

Advertising now sets out to do its biggest job. J. H. Dunham. Ptr Ink 150:138+ F 6 '30

Advertising 100 years ago; the American advertising directory for the year 1831. Ptr Ink 154:10+ Mr 26 '31

Advertising principles. H. E. Agnew and G. B. Hotchkiss. 365p Alexander Hamilton institute, New York '30

Advertising prophecies for 1930. F. R. Feland. Ptr Ink 149:57-8 D 19 '29

Advertising sidelights on the newspaper convention. Ptr Ink 151:49-50+ My 1 '30

Aesop Glim, advertising fundamentalist. 237p Prentice-Hall '30; Review by K. M. Goode. Adv & Sell 15:24 Je 25 '30

Aldous Huxley on advertising. Adv & Sell 16:20-1+ Ap 29 '31

Ancient principles upset; are we sure we've made a science of advertising? C. C. Hopkins. il Adv & Sell 17:28+ O 14 '31

Answering stockholders who question advertising. R. Dickinson. Ptr Ink 154:61-2+ Mr 26 '31

Big fellows are going to advertise. il Business Week p 25-7 D 4 '29

Blame change—not chains—for advertising failures. C. Reimers. Ptr Ink 151:33-4+ Ap 17 '30

Book of accuracy for advertisers. Ptr Ink 151:50 Je 5 '30

Business must have the courage to advertise. R. W. Babson. Comm & Fin 19:394 F 19 '30

Business must pick up before advertising will. Adv & Sell 17:28+ S 16 '31

Changing the course of a business through advertising; Albert Pick-Barth company capitalized its obstacles. R. W. Clarke. il Ptr Ink 152:104+ S 11 '30

Comic tragedy called advertising. T. F. MacManus. Ptr Ink Mo 20:29-30+ Mr '30

Consumer's revolt against advertising. Ptr Ink 155:57-8+ My 7 '31

Credo. A. W. Ingalls. Ptr Ink Mo 22:36 Je '31

Department-store sales and advertising. J. H. Cover and others. J of Business 4:227-44 Jl '31

Does your product sell for more than a dollar? where does advertising stop and vocal selling begin? F. E. Fehlman. Ptr Ink Mo 20:68+ F '30

Education of an advertising man. A. Glim. Ptr Ink Mo 21:33 O '30

18 shorts on advertising. 34p Ruthrauff & Ryan, inc, New York '31

Facts and fetishes in advertising. E. T. Gundlach. 648p $5 Consolidated book publishers, Chicago '31; Review. C. C. Hopkins. Adv & Sell 17:30+ Je 24 '31

Failure of advertising. E. E. Calkins. Adv & Sell 17:17-19+ O 14 '31

Finding new markets for old products by advertising. L. C. Colburn. Ptr Ink 153:116+ D 18 '30

First person singular; recollections of an advertising man. C. A. Bates. Published in bi-weekly numbers of Advertising and selling, March 20, 1929-January 8, 1930

Four dimensions of advertising; ardor, bigness, freedom and youth. K. Groesbeck. il Ptr Ink 155:3-4+ My 7 '31

Future of advertising. W. H. Beatty; S. K. Wilson. Ptr Ink Mo 20:29-30+ F; 39-40+ Mr '30

George Washington Hill, advertiser, American tobacco company. Business Week p 39-40 F 26 '30

Hesitation or advertising? R. Dickinson. Ptr Ink 156:33-4+ Ag 13 '31

How advertisements defeat their own ends. C. Chapman. 43p Prentice-Hall, inc. '31

How advertising creates credit standing. E. E. Hill. Credit Mo 32:17-18+ N '30

I believe; ads are too large—use less space and more brains to the square inch. E. E. Calkins. Adv & Sell 16:26+ Ap 1 '31

I got away from it all. R. M. Blankenbaker. il Ptr Ink Mo 23:74+ N '31

If you can't lick 'em, jine 'em! merchandisers of today should advertise. M. Morrow. Ptr Ink 156:41-2+ Ag 13 '31

I'm getting tired of being made discontented. W. O. Saunders. il Nation's Business 18:20-1+ My '30

Imagination for sale! E. Arens. il Adv & Sell 18:sup[Adv Arts] 22-4 N '31

Introduction to advertising. A. J. Brewster and H. H. Palmer. 2d ed 389p $2 McGraw-Hill '31

Is advertising a basis for credit? C. Presbrey. Credit Mo 32:24+ S '30

Is advertising big enough to meet today's emergency? K. M. Goode. il Adv & Sell 14:17-19+ N 27 '29

Is advertising themed by youth? D. E. Mowry. Ptr Ink Mo 21:46+ Jl '30

Is chain-store growth hurting advertising? E. Brisacher. Ptr Ink 150:3-4+ Mr 27 '30

It isn't raining everywhere! 23p Ruthrauff & Ryan, inc., New York; Chicago '31

King Mob; excerpt on advertising. F. K. Notch. Ptr Ink 151:44 My 8 '30

Let's apply "who's who" to the public. J. C. Boyd. Adv & Sell 14:36 Ap 2 '30

Let's put advertising before the looking glass. J. Benson. Adv & Sell 14:28+ N 27 '29

Luckies and the brokers. Ptr Ink 151:76+ Je 5 '30

Make advertising a tool—not a god; abstracts. S. R. Hall. Adv & Sell 16:38+ Ap 29 '31; Ptr Ink 155:93-4 My 7 '31

Market fell away—but Kester made a bigger one; how advertising saved this business. F. C. Engelhart. Ptr Ink 157:3-4+ O 22 '31

Microbe hunters in Adland. H. Pronto. il Adv & Sell 17:36+ Ag 19 '31

Mr Bayliss has an idea; experience of unique British advertiser. R. Dickinson. Ptr Ink 150:125-6 F 27 '30

Mr. Calkins writes to Mr. Barnes about need of advertising. Adv & Sell 14:19 N 27 '29

More profits from advertising. K. M. Goode and C. Rheinstrom. 275p $3.50 Harper '31; Review by A. Glim. Ptr Ink 155:100+ Je 11 '31; Review by G. Seagrove. Adv & Sell 17:40 Je 24 '31

Neues handbuch der reklame. J. Schmiedchen, ed. 616p R. Wichert, Berlin-Lichterfelde '29

Newspaper's blind side; cause of Ford's recovery. E. E. Calkins. Adv & Sell 14:19 Ap 30 '30

No, Mr Brisacher, the chains have not hurt advertising. G. M. Lebhar. Ptr Ink 151:113-14 Ap 10 '30

Not a card in a carload! K. M. Goode. Adv & Sell 16:19 N 26 '30

ADVERTISING—*Continued*

Of such stuff are dreams—and businesses—made; imagination begins to move on the face of the waters of advertising. T. L. Masson. Ptr Ink 156:76+ Jl 16 '31
On being advertising-minded. F. Finney. Ptr Ink 151:17-20 My 22 '30
One way to get a shirt; co-operative advertising by consumers. P. H. Erbes, jr. Ptr Ink 153:85+ O 23 '30
Only lazy people are contented. T. F. MacManus. Nation's Business 18:21+ My '30
Outline of advertising. E. O. Hughes. 161p [bibliog p157-60] Chapman & Hall, ltd, London '29
Pests and parasites of Adland. H. Pronto. il Adv & Sell 16:22-3 Ap 1; 17:21-2 My 13 '31
Primer of advertising. A. C. M. Azoy, jr. 178p Harper '30
Prosperity suggestion to advertisers. A. Bradbury. Ptr Ink 152:105-6+ Jl 10 '30
Queer by-products of advertising. Ptr Ink 153:164+ O 23 '30
Retail salesmen are learning the language of public desire; advertising is sending pre-sold consumers into retail stores. R. Branner. Ptr Ink 151:49-50+ Ap 17 '30
Retreat! stop this war on advertising. W. S. Riker. Ptr Ink 150:96 Mr 13 '30
Second essays on advertising. J. M. Allison. 135p E. Benn, ltd, London '29
Snapshots from the A.F.A. convention. Ptr Ink 155:60-1+ Je 25 '31
Some advertising problems. T. H. Price. Comm & Fin 20:1470 O 7 '31
Some funny mistakes advertising men have made. J. Caples. Ptr Ink Mo 23:45-6 N '31
Sponsor of consistent and persistent advertising; John T. Dorrance. Comm & Fin 19:1868-9 O 1 '30
This is what we think of advertising! Ptr Ink 151:17-20+ Je 19 '30
To entertain or to sell? L. Kelley. il Ptr Ink 155:33-4+ Ap 2 '31
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Use and misuse of advertising. J. Klein. il Mag of Wall St 48:14-16+ My 2 '31
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When/if the wets win, how will it affect advertising? P. T. Cherington. Adv & Sell 16:20+ D 24 '30
Where are the real bone-heads? Real wearers of Mother Hubbards are some non-advertising manufacturers. C. C. Younggreen. Ptr Ink 152:61-2+ Ag 7 '30
Why advertising has not been "on the spot." Ptr Ink Mo 22:56+ Mr '31
Why all the mystery about advertising? K. Groesbeck. il Nation's Business 19:34-6 O '31
Wild oats in advertising. Ptr Ink 150:154+ Mr 6 '30
Winning and holding—in advertising and selling. S. K. Wilson. 226p Devin-Adair co. New York '30

See also
Advertisements
Advertising agencies and other headings beginning Advertising
Airplanes in advertising
Bank advertising
Business
Catalogs
Church advertising
Color in advertising
Community advertising
Containers
Electric signs
Harvard advertising awards
House organs
Labels
Library advertising
Mail order business
Merchandizing
Money raising campaigns
Moving pictures in advertising
Municipal advertising
Newspapers—Advertising service
Posters
Press agents
Printing trade—Advertising service
Radio advertising
Sales letters
Show cards
Show windows
Slogans

also subdivision Advertising under special subjects, e.g.
Air lines
Airplane industry and trade
Anniversaries
Cigarets
Railroads
Real estate business
Retail trade
Silverware
Street railroads
Technical products
Trade marks

Accounting

Appropriation accounting problem. Ptr Ink 153:83-4 N 20 '30
Charge it to advertising. C. B. Larrabee. Ptr Ink Mo 22:34-6+ Je '31
Don't charge it to advertising. Ptr Ink 154:77 Mr 26 '31
Government commissions and control of advertising appropriations. Ptr Ink 156:81 Jl 9 '31
How to administer an advertising appropriation. B. R. Canfield. il Ptd Salesmanship 58:21-3+ S '31
When is advertising a balance-sheet asset? Ptr Ink 150:126+ Ja 2 '30

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Co-ordination atomizer and perfume advertising. Ptr Ink 156:101 S 10 '31

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Copy

See Advertising copy

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When advertising flops—why? A. T. Moore. Adv & Sell 14:34+ F 5 '30

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Family of products comes back. R. Webster. il Ptr Ink Mo 20:39-40+ Je '30

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Using good-will to introduce a new line; Lehn & Fink are capitalizing the trade acceptance built up for Hinds. W. D. Canaday. il Ptr Ink 155:57-8+ Je 4 '31

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Agricultural machinery industry—Advertising

Tractor industry and trade—Advertising

Farmers' wives, Appeal to

Getting the whole farm family interested in wire fence. il Ptr Ink 154:75-6 Mr 5 '31

Golfers, Appeal to

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Five sales problems we licked with industrial advertising; Yarnall-Waring company, Philadelphia. B. G. Waring. Sales Management 23:202+ Ag 9 '30

Gets advertising ideas from prospects; new Walco wrench. il Ptr Ink 156:17-19 Jl 30 '31

Getting the sales force behind the industrial campaign; Union oil company. R. Cole. il Ptr Ink 150:153-4+ F 13 '30

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How Bakelite creates a market for a new industrial product, door knobs. H. Kerkow. il Sales Management 20:367+ N 23 '29

Industrial advertiser invites prospects to the movies; Hayward grab bucket. A. M. Howe. il Ptr Ink 152:76+ Jl 24 '30

Industrial advertiser molds the thought of an industry; International nickel company influencing thinking in the power field. A. H. Little. il Ptr Ink 152:65-6+ Ag 28 '30

Industrial advertising awards. Ptr Ink 155:70+ Je 25 '31

Industrial and consumer advertising are drawing together. N. S. Greensfelder. Ptr Ink 154:89-90+ Ja 8 '31

Industrial campaign that did; New Departure ball bearings. A. Glim. il Ptr Ink 156:97-100 Jl 9 '31

Launching an industrial product in a prejudiced market; American trucks. H. Kerkow. il Sales Management 23:50+ Jl 12 '30

Let's give this little copy a great big hand! R. B. Lockwood. il Ptd Salesmanship 58:137-8+ O '31

New appeal boosts industrial advertiser's inquiries 600 per cent; Engelhard gas analyzer. il Ptr Ink 150:132+ Mr 27 '30

Performance copy and its place in industrial campaigns. R. B. Lockwood. il Ptd Salesmanship 57:495+ Ag '31

Personal buying forms the basis of industrial buying campaign. R. B. Lockwood. il Ptd Salesmanship 56:245-6+ N '30

Place of direct mail in a campaign for selling manufactured weather. A. J. Slomanson. il Ptd Salesmanship 55:134+ Ap '30

Problem of living down a one-product reputation; Worthington pump & machinery corporation. F. C. Eibell. il Sales Management 22:570-1 Je 28 '30

To judge results of advertising to industry; Pressed steel company. W. W. Galbreath. Ptr Ink 152:136+ Jl 17 '30

Trends in sales promotion and advertising. F. U. Webster. Adv & Sell 14:36+ Mr 19 '30

Value of continuity in industrial advertising. B. G. Waring. Ptr Ink 154:102+ F 12 '31

What do your buyers talk about most? material for a campaign for the Hayward company. il Ptr Ink 151:121-2 Ap 24 '30

See also

Advertising mediums—Trade journals
Industrial market
Technical products—Advertising

Inquiries

Analysis of 300,000 inquiries; 1930 general magazine campaign of the Cleanliness institute. E. B. Weiss. il Ptr Ink 155:3-4+ My 21 '31

Are all inquiries created equal? L. Gross. Ptr Ink Mo 21:69-70 S '30

Coupon attitude toward advertising. K. Groesbeck. Ptr Ink 153:3-4+ D 4 '30

How Johnson & Johnson analyze 150,000 inquiries; merchandising its baby powder. E. B. Weiss. il Ptr Ink 157:17-19 O 29 '31

Mrs Gridley spends a dime. D. Gridley. Ptr Ink 153:68+ N 27 '30

New appeal boosts industrial advertiser's inquiries 600 per cent; Engelhard gas analyzer. il Ptr Ink 150:132+ Mr 27 '30

New plan for distributing inquiries; an individual reply card for each distributor. A. R. Barkley. Ptd Salesmanship 56:444-5+ Ja '31

Squeezing more sales out of advertising inquiries; the Cromar company. W. B. Edwards. Ptr Ink 157:77-8+ O 8 '31

25,000 inquiries in ten days; Hood treasure hunt. A. M. Howe. il Ptr Ink 155:49-50+ Ap 16 '31

See also

Advertisements—Coupons
Advertising—Returns
Advertising, Mail—Inquiries

Jobbers, Appeal to

Combining demonstration with testimony; campaign for Rutland roof coating is aimed at both jobbers and consumers. A. W. Perkins. il Ptr Ink 156:25-6+ Jl 9 '31

Promotion plan which gets dealers behind the sales drive; American chain co. W. Perry. il Ptr Ink Mo 19:67-8 D '29

Who's who copy meets old advertising problem. R. McDaniel. Sales Management 22:340+ My 24 '30

Laws and regulations

Advertising and the law. F. P. Bishop. 259p E. Benn, ltd., London '28

And now the Trade commission is told: Thou shalt not. Ptr Ink 155:49-50+ Je 4 '31

Are advertised prices binding? R. Dudley. Inland Ptr 86:73 D '30

Collateral advertising in relation to state food and drug laws. I. L. Miller. Oil Paint and Drug Rep 116:21+ N 18 '29

Compilation of laws of the several states, in force on May 1, 1930, dealing with the regulation of outdoor advertising. 881 U S Bur of public roads, Washington '31

Court ruling on puffery; it declares that a company may legitimately foster and maintain competition among its own products. Ptr Ink 150:162+ Ja 30 '30

Cyril Tolley should move to New York. Ptr Ink 149:28 D 5 '29

Law on advertising. C. Chapman. 495p Harper '29

Marmola advertising ban lifted by court. Oil Paint & Drug Rep 118:19 Jl 14 '30

May scout titles and insignia be used by advertisers? Ptr Ink 156:120-1 Jl 23 '31

New Jersey adopts law taxing outdoor advertising. Ptr Ink 151:58 Ap 3 '30

ADVERTISING—Laws and regulations—*Cont.*

Post office warns advertising against conspiring for publicity. Ptr Ink 152:105 Ag 7 '30
Senator Copeland proposes an advertising censorship. D. C. Budd. Ptr Ink 154:52+ F 26 '31
Trade commission jumbles the testimonial puzzle. Ptr Ink 150:49-50+ Ja 30 '30
Trade commission's censorship powers limited. Ptr Ink 152:77-8 Jl 17 '30
Use of telegraph blanks in advertising. Ptr Ink 151:117 Je 5 '30
Who shall pay the community advertising bill? state laws. M. Keet. Ptr Ink 155:64+ Je 11 '31
Will the law protect an advertising style? Udall and Ballou case. J. C. Pemberton. Ptr Ink 151:33-4+ Je 5 '30
With apologies to Briggs. B. L. Bailey. Ptr Ink 150:95-6 Ja 2 '30

See also
Advertising agencies
—Law
Privacy, Right of

Leaders

Advertising failure that didn't fail; the case of Arrow collars proves value of good-will. C. R. Palmer. Ptr Ink 151:57-8+ Je 5 '30
Astring-o-sol campaign sells a year's quota in one month. D. S. McNaughton and W. H. Herbert. il Sales Management 20:584-5+ D 28 '29
Uneeda boy to do his bit for 1930 sales. B. A. Grimes. il Ptr Ink 150:26+ Ja 2 '30
Using advertised leader to sell higher-priced units. Ptr Ink 153:65-6 D 11 '30

Localization

Giving direct mail local color increases sales. P. W. Combs. Ptr Ink 155:116+ Je 25 '31

Measurement

In defence of the agate line unit. D. C. Seitz. Adv & Sell 14:40 Mr 5 '30
Isn't the agate line a line of bunk? R. Barton. il Adv & Sell 14:21-2+ F 5 '30

Men, Appeal to

Are men interested in style? F. E. Fehlman. Ptr Ink Mo 20:46+ Je '30
Come to papa. P. V. Keyes. Ptr Ink 149:85+ N 21 '29
Household hints for men; Oakite advertises a household cleanser. il Ptr Ink 153:42+ N 13 '30
Men and mayonnaise. il Ptr Ink 155:20 Ap 16 '31

Mothers, Appeal to

How Johnson & Johnson analyze 150,000 inquiries; merchandising its baby powder. E. B. Weiss. il Ptr Ink 157:17-19 O 29 '31
Mothers laugh. W. M. Stanton. il Ptr Ink 152:10+ Ag 21 '30

New advertisers

Finding copy themes for the hard-to-advertise product; Vermont marble company. D. Gridley. il Ptr Ink Mo 20:52+ Ap '30
Sprague, Warner to launch first national advertising campaign. D. G. Baird. il Sales Management 23:85+ Jl 19 '30
This millionaire advertising fails not in a difficult year; Wm. H. Jackson company, after ninety-seven years, advertised and doubled business in three years. il Ptr Ink 153:106+ O 23 '30

Parents, Appeal to

Paragraphs for parents. F. E. Fehlman. il Adv & Sell 16:22-3+ Ja 21 '31
Steinway makes 1930 its greatest year. R. A. Caudill. il Ptd Salesmanship 57:128-30 Ap '31

See also
Advertising—Mothers, Appeal to

Physicians, Appeal to

Cold facts with a dash of humor; Electrolux letters to doctors and lawyers. Ptr Ink 157:93 N 5 '31
Doctors and dentists prefer direct mail to all other forms of solicitation. il Ptd Salesmanship 55:22-3+ Mr '30
How we introduced our line to physicians; Gerber's strained vegetables. D. Gerber. Ptr Ink 155:17-19 My 21 '31
Preparing advertising copy addressed to doctors. C. S. Mohler. Oil Paint & Drug Rep 117:50 My 5 '30
Seven points to remember in advertising to doctors and dentists. G. H. Waltjen. Ptd Salesmanship 55:164+ Ap '30

Planning

Around the clock with the Majestic radio sales promotion program. J. J. Davin. il Ptd Salesmanship 55:19-21+ Mr '30
Back of the campaign—the plan. D. E. Robinson. il Ptr Ink Mo 22:29-30+ Mr '31
Doing a complete job in specialized media; Armstrong cork company. D. Gridley. il Ptr Ink Mo 21:41-2+ S '30
Don't prepare direct mail too far ahead. R. H. Smith. Ptr Ink 150:125-6 Mr 20 '30
Five ways to make the advertising dollar buy more sales. K. Groesbeck. Ptr Ink 156:3-4+ Jl 2 '31
Graphs that help space buyers select markets. A. J. Slomanson. Ptr Ink Mo 21:34-5+ Ag '30
Hand-to-mouth advertising increases agency costs. A. M. Howe. Ptr Ink Mo 23:37+ Jl '31
How a machinery company gears advertising to selling; Troy laundry machinery company. Ptr Ink 150:51-2 Mr 20 '30
Long or short term advertising commitments? A. M. Howe. Ptr Ink 155:3-4+ Je 11 '31
Measuring sales potentials. L. D. H. Weld. Ptr Ink 152:25-6+ Jl 31 '30
Picturing the plans. H. M. Warren. Ptr Ink Mo 20:42-3+ F '30
Planned selling—the best tonic for profits; Stromberg electric company, Chicago. W. R. Hickok. Sales Management 23:162-3+ Ag 2 '30
Planning advertising from the editor's chair; 1847 Rogers bros. silverplate. D. Gridley. il Ptr Ink Mo 20:39-40+ My '30

Prize contests

Advertisement that pulled because it appealed to a hobby; Sulloway guessing contest. il Ptr Ink 155:65-6 Ap 30 '31
Amateur copy writer has his fling. il Ptr Ink 153:20 O 23 '30
Battle of the tube and jar; Bristol-Myers brought out a new container, kept the old. B. Lorimer. Adv & Sell 16:24-5+ Ja 21 '31
Building tomorrow's customers; Fisher Body is securing good-will of boys through its craftsman's guild. il Ptr Ink 153:10+ N 20 '30
Camel letters. il Ptr Ink 154:112 Mr 19 '31
Finding 338 new uses via a prize contest; Eberhard Faber pencil co. J. W. Desbecker. Ptr Ink 156:86-7 Jl 2 '31
Hints on the management of prize contests. B. A. Grimes. Ptr Ink 152:89+ Jl 17 '30
How British newspapers build circulation by competitions. C. W. Stokes. il Adv & Sell 16:32+ Ap 15 '31
How many prizes for the prize contest? Ptr Ink 150:141-2+ Mr 27 '30
Loma's lawn party. Adv & Sell 15:74-5 O 1 '30
Massachusetts milk man wins Camel $25,000. Sales Management 26:284 My 16 '31
One manufacturer ties in with another's contest; Fisher body craftsman's guild and Collins & Aikman corporation. Ptr Ink 154:105 F 26 '31
Photographers open contest to stimulate sale of members' photographs. il Ptr Ink 150:25-6 Mr 13 '30
Pointers for prize contests. Ptr Ink 151:80 Je 19 '30
Prize winners in the national soap sculpture contest. il Adv & Sell 17:sup [Adv Arts] 24-5 Jl '31

ADVERTISING—Prize contests—*Continued*

Reaching parents through a contest for school children; the florists develop a new plan. H. Penn. Ptr Ink 154:41-2+ F 12 '31

Seven lessons from a $100,000 prize contest; Eastman Kodak international competition. D. Gridley. il Ptr Ink 157:93-4+ O 22 '31

Stop wasting money on consumer prize contests! Ptr Ink 151:60+ Ap 17 '30

That something different book publishers have been looking for; picture contest advertisement which drew unusual volume of replies. il Ptr Ink 149:105-6+ D 26 '29

This window display contest drew 350,000 replies from consumers; Rumford $3,500 prize contest. il Ptr Ink 155:10+ Je 4 '31

25,000 inquiries in ten days; Hood treasure hunt. A. M. Howe. il Ptr Ink 155:49-50+ Ap 16 '31

Unusual contest plan which awarded prizes for ideas instead of sales; acquainting electrical contractors with merits of General Electric equipment. A. J. Slomanson. il Ptd Salesmanship 56:355-6 D '30

When the customer selects the radio program; a $10,000 prize contest which brought a surprising reaction to Montgomery Ward & company. G. A. Nichols. Ptr Ink 156:10+ Ag 20 '31

Professions, Appeal to

Appeal to the service instinct if you want to sell the professional market. D. H. Colcord. Sales Management 21:240-2 F 8 '30

Psychology

Appeal to pleasure. L. Fairman. il Ptd Salesmanship 56:207-9+ N '30

Copywriting needs a rebirth. F. E. Fehlman. il Adv & Sell 16:24-5+ D 10; 32+ D 24 '30; 22-3+ Ja 21; 32+ Mr 18 '31

Duty as a selling appeal registers zero. F. Farrington. Gas Age 68:347-8 S 5 '31

Future of psychology in advertising. H. K. Nixon and G. L. Miller. Ptr Ink Mo 20:41-2+ Jl '30

New essay on the psychology of advertising. W. Fite. (In Living mind, p. 177-99) Lincoln MacVeagh, Dial press, New York '30

Price of prejudice. V. D. Reed. il Ptr Ink Mo 22:70+ Ja '31

Psychology for advertisers. D. B. Lucas and C. E. Benson. 351p Harper '30

Psychology of advertising. W. D. Scott. rev ed 300p $3.50 Dodd '31

Some disciples of Benjamin Franklin. J. Creese. Stevens Ind 47:251-3 N '30

Way to a man's interest is thru his curiosity. R. B. Lockwood. il Ptd Salesmanship 57:145-6+ Ap '31

Why there are but three possible appeals in selling. F. M. Comrie. il Ptd Salesmanship 55:213-16+, 343+ My-Je '30; Discussion. J. L. Long. 55:531-2 Ag '30

See also
Advertising copy

Rates

Advertisers' rate book. Ed 1930 627p Nelson Chesman & co, New York '30

Agricultural publication circulations and rates. Sales Management 24:258 sec 2 S 27 '30

Association of national advertisers discussion. Ptr Ink 151:25-6+ My 15 '30

Business paper circulations and rates. Sales Management 24:269+ sec 2 S 27 '30

Can retail-general rate definitions be standardized? Adv & Sell 15:21-2+ Ag 6 '30

Commissions to 1,000 papers if ads sell; Union mutual life insurance co. East Underw 31:12 My 2 '30

Conference discusses national-local rate question. Ptr Ink 151:52+ Ap 3 '30

Debating newspaper rates over the table. R. Barrett. il Adv & Sell 15:23-4+ S 17 '30

Defining the newspaper rate differential is not clarifying it. J. C. Aspley. Ptd Salesmanship 55:503+ Ag '30

Here are the facts, Mr Advertiser, on costs and prices of photo-engraving. L. Flader. Adv & Sell 17:28+ Ag 19 '31

Here's why, Mr Advertiser; publishers' viewpoint on rate reduction. F. Braucher. Adv & Sell 17:21+ Jl 8 '31

How a rural-newspaper publisher can determine advertising rates. C. A. Jettinger. Inland Ptr 86:89-92 F '31

How to get the most value out of the 1931 advertising dollar—from the newspaper point of view; abstracts. J. H. Fahey. Sales Management 26:189-90 My 2 '31; Ptr Ink 155:34+ My 7 '31; Adv & Sell 17:36 My 13 '31

Inch cost of advertising. Inland Ptr 87:88 Jl '31

Inland press discusses rate and publicity problems. Ptr Ink 151:41 My 29 '30

Is the cost of advertising in newspapers too high? G. Pearson. Adv & Sell 17:38+ My 27 '31

Is the local rate killing off national advertising in newspapers? J. C. Aspley. Ptd Salesmanship 54:249-50+ N '29

Letter to a publisher regarding advertising rates. L. H. Bristol. Ptr Ink 156:84 Ag 27 '31; Same. Adv & Sell 17:27+ S 2 '31; Same. Sales Management 27:282 Ag 22 '31

Louisiana papers to use general-retail definition. Ptr Ink 152:131-2+ S 11 '30; Excerpts. Adv & Sell 15:20 S 17 '30

Magazine circulations and rates. Sales Management 24:263+ sec 2 S 27 '30

N.A.E.A. rate definition under fire. Adv & Sell 15:23 S 3 '30

Newspaper advertising rates and circulation. J. H. Cover, P. J. Thompson and V. J. Cohenour. J of Business 4:115-26 Ap '31

Newspaper circulations and rates. Sales Management 24:226-7+ sec 2 S 27 '30

Newspaper executives define local and general rates. Ptr Ink 151:96+ My 29 '30

Newspaper executives oppose rate reductions. Ptr Ink 157:72-3 O 22; 41-2 O 29 '31

Newspaper man says advertising agencies hold power to level rates. C. E. Hadley. Ptd Salesmanship 54:378+ D '29

Newspaper publishers uncover vital facts for advertisers; retail-general rate. B. A Grimes. Ptr Ink 155:73-4 Ap 23 '31

Photo-engraver defends his industry's prices and policies. H. J. Mawicke, jr. Adv & Sell 17:34+ Ag 5 '31

Publishers appoint committee to study differential. Ptr Ink 152:113-14 Jl 10 '30

Publishers comment on Stanco's action on the rate differential. Ptr Ink 152:128+ Jl 24 '30

Questionable rate solution. Inland Ptr 85:103 S '30

Rate controversy kept alive by Four A's and Advertising federation. J. L. Scott. Ptd Salesmanship 55:66+ Mr '30

Rates should come down because buying power is down. L. H. Regensburg. Adv & Sell 17:21+ Jl 8 '31

Reports on survey of local and national newspaper rates. Ptr Ink 149:52 D 5 '29

Retail-general rate rules adopted by Inland press. Ptr Ink 153:81-2 O 30 '30

Should advertising rates be reduced? A. H. Ogle. Adv & Sell 17:28+ Jl 22 '31

Space rates. L. B. Palmer. Sales Management 27:282-3 Ag 22 '31

Speaking out on local-national rates. N. P. Poynter. Adv & Sell 15:23-4+ Je 11 '30

System of local advertising discounts. Inland Ptr 85:105-6 My '30

This talk about newspaper rates. J. Rogers. Adv & Sell 15:20+ Ag 6 '30

We buy newspaper space as cheaply as possible. J. Leopold. il Adv & Sell 15:21 Jl 9 '30

What can we do about the newspaper rate muddle? abstracts. J. Benson. Adv & Sell 15:28+ Jl 9 '30; Ptr Ink 152:33-4+ Jl 3 '30

What figure may be used as an equitable advertising rate? B. O. Brown. Inland Ptr 88:67-9 O '31

What happened when railroad advertising went cash. H. E. Lesan. Adv & Sell 16:26+ Mr 18 '31

ADVERTISING—Rates—*Continued*

What is a fair rate for newspapers to charge for advertising? J. C. Aspley. Ptd Salesmanship 54:473-4+ Ja '30

What national advertising costs the newspaper. M. W. Heaton. Adv & Sell 15:22-3+ S 3 '30

Why don't you reduce your rates, Mr Publisher? Adv & Sell 17:20 Jl 8 '31

Records

Charting the advertising course. C. F. Meyer. Ptr Ink Mo 22:68+ My '31

Returns

Advertising a hole in the ground. A. H. Van Voris. Ptr Ink 156:102+ Jl 16 '31

Advertising blew the whistle. A. Stote. Adv & Sell 16:46 F 4 '31

Advertising gets too much credit; agencies making a mistake in emphasizing the intangibles. D. A. Laird. Ptr Ink 150:36+ Ja 30 '30

Advertising—part of management. R. Dickinson. Ptr Ink 154:74+ F 19 '31

Advertising pays most of all when competitors advertise less; Golflex dresses. J. L. Wilkin. il Ptr Ink 156:65-8+ Ag 13 '31

All-the-year merchandising sent Timken-Detroit's sales skyward. R. W. Clarke. Ptr Ink 153:17-19 D 18 '30

Analyzing radio continuities. B. D. Urist. J of Business 4:255-67 Jl '31

Are all inquiries created equal? L. Gross. Ptr Ink Mo 21:69-70 S '30

Eight yardsticks applied to Sunkist advertising. Ptr Ink 151:113-14+ Ap 17 '30

Four advertisements that did; Buick, Erskine-Danforth, Jergens and Knox. A. Glim. il Ptr Ink 155:97-100 My 28 '31

Four advertisements that did; suggesting "results produced" as the basis for judging advertising. A. Glim. il Ptr Ink 155:116+ Ap 2 '31

Greater advertising returns in 1931! J. C. Aspley. Ptd Salesmanship 56:395-6 Ja '31

Human interest advertising theme increases sales of laundry service. J. P. Daiger. il Ptr Ink Mo 20:49+ F '30

Industrial campaign that did; New Departure ball bearings. A. Glim. il Ptr Ink 156:97-100 Jl 9 '31

Measuring sales and advertising with the same yardstick. J. L. Ashcroft. Adv & Sell 14:21-3 Ap 30 '30

Measuring the efficiency of an advertising campaign. D. D. Jones. Ptr Ink Mo 19:49-50+ D '29

Nation-wide newspaper drive doubles Eureka vacuum sales. F. Wardell. il Sales Management 24:374-5+ D 6 '30

Put a practical idea back of the "buy now" plan; the American molasses company. C. G. Muller. Ptr Ink 154:10+ F 12 '31

This millionaire advertising fails not in a difficult year; Wm. H. Jackson company, after ninety-seven years, advertised and doubled business in three years. il Ptr Ink 153:106+ O 23 '30

Three advertisements that did; Graybar stimulator and Sheffield Farms milk. A. Glim. il Ptr Ink 155:106-8 Je 18 '31

Three advertisements that did; Sinclair, Pyrex and Nivea creme. A. Glim. il Ptr Ink 155:72-3+ My 14 '31

20 per cent more for advertising, 25 per cent larger sales in 1930; Masonite corporation. G. A. Nichols. il Ptr Ink 153:17-20 D 4 '30

We made three years' progress in one with advertising; photo-optical dept., E. Leitz, inc. (importer). H. E. Stone. il Ptr Ink 150:133+ Ja 9 '30

What do you expect of your advertising? K. L. Hamman. Ptr Ink Mo 21:29-30+ Ag '30

What is the relation between appropriation and sales? Spud cigarets. D. Gridley. il Ptr Ink Mo 22:46-8+ Je '31

What styling and advertising did for a 100-year-old company; Palmer brothers company. L. W. Jackson. il Ptr Ink 150:80+ Mr 27 '30

When the advertising is stopped—what happens? Ptr Ink Mo 19:52+ D '29

See also
Advertising, Mail—Returns

Salesmen, Appeal to

Pepperell booklet sells visiting salesmen while they wait. Sales Management 23:240 Ag 16 '30

School boards, Appeal to

Campaign that wins favor with school boards; six mailing pieces help sell new theory of ventilation. P. R. Smith. il Ptd Salesmanship 57:483-5+ Ag '31

Schools, Appeal to

How schools use advertising material. S. E. Stark. 184p Association of national advertisers, inc, New York '30

What kinds of advertising material will schools use? Ptr Ink 154:121+ Ja 8 '31

Second quality products

Subordinating the advertising of the second quality brand; California walnut growers. R. Cole. il Ptr Ink Mo 20:67-8+ Ap '30

Statistics

Advertising activity increasing; analysis of newspapers of 29 leading cities. W. L. Crum. Pulp & Pa M Can 31:1059 S 17 '31

Advertising linage & rank, New York newspapers, 1921 to 1930. Sales Management 25:368-9 F 28 '31

Advertising volume in leading magazines in 1929 and 1928. Sales Management 21:172 Ja 25 '30

April window displays in forty cities. Sales Management 22:359 My 24 '30

Automobile advertising in magazines increased 15 per cent in 1929; newspaper linage, 1928-1929. H. Hosking. Automotive Ind 62:478-9 Mr 22 '30

Business paper space up in 1929; agencies place most, says A.B.P. Sales Management 23:23 Jl 5 '30

June and six months' newspaper lineage in eighty-one cities. Sales Management 23:135+ Jl 26 '30

Magazine advertising jumps $50,000,000 in five years. W. Mann. Sales Management 21:520-1 Mr 22 '30

Magazine, radio and newspaper, Sept. 1923-Dec. 1930. Survey of Cur Business Annual Sup 1931 p152-3 [sup in monthly numbers]

National advertising expenditures, January, 1930. Adv & Sell 10:40 Ja 22 '30 [continued monthly]

National advertising in newspapers, Jan. 1928-Dec. 1930. Survey of Cur Business Annual Sup 1931 p35

National advertising: magazine and radio, 1929. Survey of Cur Business 101:18-19 Ja '30

Newspaper lineage in 102 cities down 11.95 per cent for year, 1930. Sales Management 25:208-10 Ja 31 '31

Newspaper lineage in sixty-one cities up 3 per cent for year. Sales Management 21:170+ Ja 25 '30

Newspaper lineage of 2548 national advertisers; classified by industries. Sales Management 24:122-31 sec 2 S 27 '30

Railroads rank high as newspaper advertisers. Ry Age 89:1335 D 20 '30

Seventy-five big magazine advertisers—how they grew. W. Mann. Sales Management 21:566+ Mr 29 '30

Smaller advertiser fifteen years ago—and now. W. Mann. Sales Management 22:18+ Ap 5 '30

Standard Statistics bearish on advertising. Adv & Sell 17:36+ Je 10 '31

Study of linage figures. Ptr Ink 156:52 S 24 '31

Volume of advertising in monthly magazines. Published in Printers' ink, second number of each month

ADVERTISING—*Continued*

Stockholders, Appeal to

Company magazine for 24,000 stockholders; Conoco magazine. W. J. Van Wormer, jr. il Ptd Salesmanship 57:329-30+ Je '31

More companies seek to make salesmen of stockholders. Ptr Ink 151:80 My 15 '30

Selling stockholders something they don't buy. Ptr Ink 151:124 Je 19 '30

Stockholders and a coupon. Ptr Ink 155:72 Je 4 '31

Stockholders and the family of products meet at Christmas; combination gift packages. D. Masson. il Ptr Ink 153:96-7+ D 11 '30

Urging employees and stockholders to boost the line. Ptr Ink 151:132 My 8 '30

Study and teaching

Give the student a point of view. N. M. Markwell. Ptr Ink 155:34 Je 18 '31

Is advertising instruction keeping pace with advertising? R. S. Vaile and M. Martin. Ptr Ink 149:132-3, 137-40 D 12 '29

Taxation

Measures to tax advertising unfair and uneconomical; abstracts. L. H. Bristol. Sales Management 25:550 Mr 28 '31; Adv & Sell 16:36 Ap 29 '31

Taxpayers, Appeal to

Advertising to interest taxpayers in what their taxes buy; the Cast iron pipe research association. Ptr Ink 152:121-2+ Jl 10 '30

Testing

See Advertisements—Testing; Advertising campaigns—Testing; Advertising research

Waste

Food broker tells how the small manufacturer should expand; better co-ordination between advertising and distribution. O. Lockett. Ptr Ink 156:116-17+ S 17 '31

Sell to those who should have. H. W. Dickinson. Ptr Ink 150:81+ Ja 23 '30

Seven sources of waste in advertising. A. Glim. Ptr Ink 152:126-8 Jl 17 '30

Women, Appeal to

Advertising to women. B. Flood. il Adv & Sell 15:17-19+ O 29 '30

Analysis of 300,000 inquiries; 1930 general magazine campaign of the Cleanliness institute. E. B. Weiss. il Ptr Ink 155:3-4+ My 21 '31

Are motor cars becoming over-feminized? R. P. Askue. Adv & Sell 14:21-2+ Ja 22 '30

Copy writer considers the princess silhouette. P. V. Keyes. Ptr Ink 150:80-1+ Ja 9 '30

Delicate advertising story—how it can be told; what Lehn & Fink are saying to women about Formula L-F. W. D. Canaday. il Adv & Sell 17:27-8+ S 16 '31

How about the man in your boudoir? the B.V.D. company sells its men's underwear to women. il Ptr Ink 155:44 My 21 '31

Impudent advertising. M. Muldoon. Ptr Ink 156:12 S 24 '31

Lo! the poor male. Ptr Ink 151:57-8 Je 12 '30

Making the smile a feminine sales factor. P. V. Keyes. il Ptr Ink Mo 20:31-2+ Je '30

Some direct-mail pieces that women say they like. R. A. Caudill. il Ptd Salesmanship 57:225-6+ My '31

We stand accused of too much color-scheming! D. Dignam. il Ptr Ink Mo 21:41-2+ D '30

What Groucho says; he'll never address a woman's club again. Ptr Ink 151:100 Ap 24 '30

See also
Advertising—Mothers, Appeal to

Young people, Appeal to

Lines for lovers. F. E. Fehlman. il Adv & Sell 16:32+ D 24 '30

Australia

But Thomas does it! Australian distributor adapts U.S. advertising. K. Kilby. il Ptr Ink Mo 21:56+ O '30

Canada

When selling goods in Canada, be Canadian. P. G. Cherry. Ptr Ink 154:108+ F 26 '31

China

What the Chinese want in advertising. R. H. Powers. il Nation's Business 18:102+ My '30

Egypt

How business is done in Egypt. E. E. Calkins. il Adv & Sell 16:19+ Ap 29 '31

Europe

Advertising furnishes bootstraps for business Europe. D. L. Teilhet. il Adv & Sell 14:17-19+ F 19 '30

Gas advertising in Europe. D. Dignam. il Gas Age 66:231-3 Ag 16 '30

France

Sur la publicité. R. Bienaimé. Chimie & Ind 23:224-30 Ja '30

Germany

Kardex advertising and sales promotion in Germany. J. G. Faber. il Ptr Ink Mo 20:63-4+ Ap '30

Great Britain

Buying British pigs in pokes; A.B.C. movement gets under way in England. C. W. Stokes. Adv & Sell 14:28+ D 11 '29

England lacks no sense of humor in its advertising. F. McVoy. il Ptd Salesmanship 56:342+ D '30

In Rome do as Rome does. B. Rowe. il Ptr Ink Mo 21:31-2+ Jl '30

Slump in advertising. Economist 111:513-14 S 20 '30

Summary of notable trends in printing and advertising in Great Britain. W. H. Butler. Inland Ptr 84:107-9 Mr '30

Latin America

Broadcast advertising in Latin America. E. D. Schutrumpf, comp. U S Bur For & Dom Com Trade Information Bul 771:1-29 '31

Dodging the boomerang in foreign advertising. W. A. McGarry. il Ptr Ink Mo 21:31-2+ N '30

Portugal

Breaking sales ground in Portugal; Vick chemical company. G. H. Landes. Ptr Ink 152:53-4+ Jl 24 '30

Russia

Bolshevik billboard. H. Read. il Adv & Sell 14:sec 2[Adv Arts]57-61 Ja 8 '30

Southern states

Survey of southern markets. 279p Fitzgerald advertising agency, inc, New York '30

United States

In defense of American advertising art. C. K. Morris. Ptr Ink 157:101+ N 5 '31

There is too much art in American advertising. H. FitzGerald. Ptr Ink 157:49-50 O 15 '31

Well-chosen spitballs of M. Georges Duhamel; an observant Frenchman sees American advertising. P. Hollister. il Adv & Sell 15:28+ S 17 '30

Vienna

Advertising in Vienna is run on a municipal basis. G. G. Telfer. il Adv & Sell 14:38+ F 5 '30

ADVERTISING, Association

Advertising to interest taxpayers in what their taxes buy; the Cast iron pipe research association. Ptr Ink 152:121-2+ Jl 10 '30

Advertising to overcome a mistaken idea; Face brick manufacturers' remodeling market. il Ptr Ink 149:89+ D 5 '29

Analysis of 300,000 inquiries; 1930 general magazine campaign of the Cleanliness institute. E. B. Weiss. il Ptr Ink 155:3-4+ My 21 '31

Building an association merchandising program; Heating & piping contractors national association. C. B. Larrabee. il Ptr Ink Mo 23:36-7+ O '31

ADVERTISING, Association—*Continued*

Coffee roasters raise $1,000,000 to boost per capita consumption. Sales Management 26:355 My 30 '31
Cooperative advertising on the Pacific coast. F. H. Bivens. Am Gas Assn Proc 1929:800-1; Same. Am Gas J 131:48-9 N '29
Cooperative efforts launched to aid garment makers. Textile World 79:1204 Mr 14 '31
Cooperative promotional campaigns; new names; new uses; new activities. J. Austin. il Textile World 77:636-9 F 1 '30
Cotton mills use advertising to solve state problems in South Carolina. il Ptr Ink 156:88-90 Ag 13 '31
Credit men plan advertising to save business $100,000,000. A. H. Little. Ptr Ink 149:88+ D 12 '29
Entire industry takes steps to trade-up its product; spiral knit hosiery. il Ptr Ink 150:57-8+ Mr 20 '30
$500,000 "save with steel" drive is launched by entire industry. Sales Management 22:582 Je 28 '30
Getting the association campaign off to a quick start; Durene association of America. E. L. Starr. il Ptr Ink 152:85-6+ S 11 '30
Glendale association's guaranteed plumbing campaign wins big increase for members. T. White. Dom Eng 134:62-3 Ja 10 '31
Great prune flood of 1901. H. E. Lesan. il Ptr Ink 155:53-4+ Je 11 '31; Discussion. H. L. Wells. 156:41-2+ Jl 23 '31
How I.G.A. raises its advertising appropriation—painlessly. H. A. Haring. il Adv & Sell 17:22-3+ O 14 '31
How not to start an association campaign; example of the Ceylon tea industry's co-operative effort. J. K. Hildebrand. Ptr Ink 150:113-14+ F 6 '30
How trade associations are following through their advertising. A. L. Slater. Adv & Sell 15:36+ Ag 6 '30
India tea reports on advertising. E. Peterson. Ptr Ink 155:99-100 My 21 '31
Ingredients of a successful association advertising campaign. C. B. Larrabee. Ptr Ink 156:61-2+ Jl 9; 53-4+ S 10 '31; Excerpts. Plastics 7:571+ O '31
Is coöperative advertising an aid or a handicap to the printer? H. L. Bird. Inland Ptr 84:53-4 Mr '30
Japanese silk campaign nears as 3-year spun silk drive ends. Textile World 78:2568+ N 29 '30
List of association advertisers. Ptr Ink 150:49 F 13 '30
Making a hundred-year-old product speak for itself; iodine. il Ptr Ink 150:117 Mr 20 '30
Million-dollar campaign; American association of nurserymen. D. Hitchcock. il Publisher's Weekly 117:858-61 F 15 '30
Public opinion and private profit. 37p National restaurant assn, Chicago '31
Sales promotion slants from 118 companies. H. M. Ranck. il Ptd Salesmanship 56:483-5+ F '31
Soap producers double program to make America spotless. R. C. Edlund. Sales Management 20:601 D 28 '29
Sur la publicité. R. Bienaimé. Chimie & Ind 23:224-30 Ja '30
Ten ways of enlisting dealer cooperation in association campaigns. N. Heffron. il Ptd Salesmanship 55:129-32+ Ap '30
Texas bakers join in co-operative campaign. il Ptr Ink 155:49-50 Ap 23 '31
This advertising wasted our money; the experience of the Washington state chapter, A.I.A. J. H. Vogel. il Am Arch 139:24-5+ F '31
We can't curb production—so we are increasing consumption; Western lettuce growers national co-operative advertising campaign. C. B. Moore. Ptr Ink 154:80-1+ Ja 8 '31
What advertising is doing for Eatmor cranberry growers. il Ptr Ink 151:152+ My 22 '30
Will coordinate local campaigns in U. S. "pay promptly" drive. Sales Management 23:254 Ag 16 '30
See also
Rayon institute of America, inc.

ADVERTISING, Cooperative

But what can you say about it that's new? five packers, in a co-operative newspaper campaign. il Ptr Ink 149:140+ D 19 '29
Co-operative advertising. B. Leiper. Ins Field (Life ed) 59:7-8 Ap 18 '30
Co-operative advertising; a way to cut cost and increase revenue. J. B. Walker. il Bus Transportation 9:262-4 My '30
Co-operative advertising for the wool industry; abstract and discussion. L. Weaver. Textile Inst J 20:P185-6 D '29
Cooperative marketing activities in business. 30p Metropolitan life insurance co, Policyholders service bureau, New York '30
Does cooperative advertising pay? campaign by the mutual savings banks of Manhattan. R. W. Sparks. Am Bankers Assn J 23:23-4+ Jl '30
Each agent pays fifty cents a week for this co-operative campaign. il Ptr Ink 154:76 Mr 12 '31
Eight refrigerator companies advertise with a power company. G. N. Kramer. Ptr Ink 150:57-8+ F 13 '30
Here's a new idea in co-operative advertising; multi-page technique of men's apparel group. Ptr Ink 150:25-6+ Mr 27 '30
Holds group ads very effective. G. L. Greeno. East Underw 31:30 My 30 '30; Same. Ins Field (Fire ed) 59:11+ My 22 '30
How 4,000 farmers advertise milk to Milwaukee. il Ptr Ink 156:85-6+ S 24 '31
Joint industrial campaign that works; Underfloor duct. il Adv & Sell 16:32 Ap 29 '31
Knox gelatine and Sunsweet prunes share an advertisement. il Ptr Ink 156:10 S 24 '31
Men's apparel group plans joint campaign. Ptr Ink 150:60 F 27 '30
New courage for salesmanship. J. D. Blaine. Nation's Business 19:80+ Ap '31
New merchandising development—cross-selling; Fruit of the loom mills co-operate in advertising with six of their licensees. il Ptr Ink 151:72+ My 15 '30
Non-competitive co-operation—advertising's next big trend? C. B. Larrabee. Ptr Ink 157:28+ N 5 '31
Predicts vast co-operative advertising campaign for life insurance. C. W. Gold. Ins Field (Life ed) 59:12+ O 3 '30; Excerpts. East Underw 31:8 O 3 '30; Nat Underw (Life ed) 34:5+ O 3 '30
Promoting gas sales by regional advertising. T. P. Pfeiffer. Gas Age 65:342-4 Mr 8 '30
Putting it up to the automobile industry. C. Ackerman. Adv & Sell 18:34 N 11 '31
Retailers co-operate in a major campaign. Ptr Ink 153:92 O 9 '30
Savings banks combine to re-sell the idea of saving. R. Daniels. il Ptr Ink 149:10+ D 26 '29
Service stations and a distributor join in campaign. Ptr Ink 151:42+ My 29 '30
Sock the surplus—the battle cry of a new campaign; California grape growers. F. J. Taylor. Ptr Ink 152:101-2+ S 25 '30
Still another cooperative idea rings the bell; nine New England ice cream and milk distributors are pooling interests in co-operative merchandising and advertising. F. B. Makechnie. il Sales Management 22:21+ Ap 5 '30
This material dealer is boosting local builders. J. Serven. il Bldg Age 52:48-9+ S '30
Three furniture makers unite in an ensemble campaign. il Ptr Ink 152:10+ S 4 '30
We must have group publicity because the public doesn't know. B. F. Betts. il Am Arch 139:56-7+ My '31
What group advertising offers. F. Millis. il Nation's Business 18:45-6+ Jl '30
Wood office furniture firms launch three-year campaign. F. T. Hess. il Sales Management 24:384 D 6 '30
See also
Advertising, Association

Manufacturers and dealers

Dangers of 50-50 advertising cited by Lockley in ANA survey. Sales Management 25:294 F 14 '31

ADVERTISING, Cooperative—Manufacturers and dealers—*Continued*

Getting grocers to enter co-operative advertising deals. Ptr Ink 155:104 My 14 '31

How automobile makers assess dealers for local advertising. H. A. Haring. il Adv & Sell 14:23-4+ D 11 '29

Majestic drops co-operative dealer advertising. Ptr Ink 152:49-50 Jl 3 '30

Manufacturer and industry join in a pioneer job; Electrolux worked with the gas industry. H. W. Foulds. il Ptr Ink 152:17-20+ Ag 28 '30

Vertical co-operative advertising. L. C. Lockley. 267p $3 McGraw-Hill '31; Review. D. Gridley. Ptr Ink 154:49-50+ F 19 '31

See also

Advertising—Dealer cooperation

ADVERTISING, Direct

Direct advertising appropriations bigger than ever for 1930. il Ptd Salesmanship 54:423-5+ Ja '30

Shall salesmen leave literature with the prospect, or mail it to him later? G. E. Mitchell. il Ptd Salesmanship 57:151+ Ap '31

658 companies spend more for direct advertising than all other forms. Ptd Salesmanship 57:115 Ap '31

Some 1930 model door knob hangers. A. D. Luse. il Ptd Salesmanship 56:65-6+ S '30

See also

Advertising, Mail
Package inserts
Stickers

ADVERTISING, Educational

Advertising aids employment drive; Owen D. Young committee. Ptr Ink 157:33-4 O 15 '31

Advertising gives unemployed a hand. il Ptr Ink 157:85 O 15 '31

And now another advertising battle begins. il Ptr Ink 150:10+ Ja 2 '30

Another step forward in medical advertising: campaign of New York physicians. Ptr Ink 149:140+ D 5 '29

Bankers' duty to business; abstract. E. E. Calkins. Bankers M 121:562-3 O '30

Banking group advertises merchandise. il Ptr Ink 153:72+ N 6 '30

Blue sky anthology; unique advertising campaign warns public against fraudulent security inducements. A. Davis. Trust Companies 50:911-13 Je '30

Business watches spread of "buy now" campaigns. Business Week p11-12 N 19 '30

Buy something from somebody! il Ptr Ink 152:85-6 Jl 24 '30

Chain stores need a co-operative advertising campaign. J. M. Fly. Ptr Ink Mo 20:56+ Ja '30

Chains will fight by using more and better advertising. F. H. Massmann. Ptr Ink 150:17-20 Mr 20 '30

Cotton mills use advertising to solve state problems in South Carolina. il Ptr Ink 156:88-90 Ag 13 '31

Credit men plan advertising to save business $100,000,000. A. H. Little. Ptr Ink 149:88+ D 12 '29

Detroiters tackle buyers' strike with "buy something" campaign. D. G. Baird. il Sales Management 24:14+ O 4 '30

Don't patronize price cutters, and revive industry, Californians are urged. J. N. Westsmith. Nat Pet N 23:27-8+ Je 24 '31

Educational advertising for natural gas. J. S. Frickelton. il Gas Age 64:887-8 D 14 '29

Engineer's appraisal of refrigeration advertising. il Refrig Eng 21:91-4 F '31

Frank statement—or lobbying? J. L. Mahin. Ptr Ink 150:10+ Mr 20 '30

Getting more people up in the air; the Wright aeronautical corporation. Ptr Ink 151:60+ Je 12 '30

Great American Indemnity gives educational slant to ad series. East Underw 31:29+ Ag 15 '30

How to move the business flywheel off dead center. Ptr Ink 156:33-4+ Jl 9 '31

How we bucked the problem of public disfavor; Brunswick-Balke-Collender company, Chicago. B. E. Bensinger. il Sales Management 22:258+ My 10 '30

If you enlist in "buy now" campaigns. il System 59:16-18 Ja '31

In safety work as in business it pays to advertise! J. R. Marsh. il Nat Safety N 22:83-4 O '30

Industrial advertiser molds the thought of an industry; International nickel company influencing thinking in the power field. A. H. Little. il Ptr Ink 152:65-6+ Ag 28 '30

Lehn & Fink inaugurates war on price-cutting; Sales Management 22:574 Je 28 '30

Local association fights substandard work with advertising; the Metropolitan electrical league. C. E. Pellissier. Ptr Ink 150:125-6 Ja 23 '30

Muncie plan grows. R. Dickinson. il Ptr Ink 155:25-6+ Je 25 '31

Muskegon plan serves as model for "buy now" campaigns. Ptd Salesmanship 56:266+ N '30

New York's police use full pages to fight prejudice. J. Lewis. Ptr Ink 153:130+ D 18 '30

Newest chain advertiser—the bank. A. H. Little. il Ptr Ink Mo 20:29-30+ Ap '30

Newspaper space for the dentists. Ptr Ink 157:77 N 12 '31

Packers force meat inspection by advertising. Adv & Sell 17:38 Je 24 '31

Philadelphia makes it a "sell now" campaign. Business Week p11-12 N 12 '30

Prohibition to be advertised. P. H. Erbes, jr. Ptr Ink 153:49-50+ N 13 '30

Publicity and advertising at Atlanta gas light co. L. Davis. il Gas Age 67:451-3+ Mr 28 '31

Putting it up to the automobile industry. C. Ackerman. Adv & Sell 18:34 N 11 '31

This long-term campaign aims to change a buying attitude; American agricultural chemical co. H. Bowker. il Ptr Ink 157:41-2+ O 1 '31

Using advertising to counteract unfavorable propaganda; New York cotton commission merchant shows real mill conditions in the South. il Ptr Ink 151:33-4 Ap 10 '30

What makes safety advertising effective? L. St Clair. Nat Safety N 23:10-11+ Ja '31

Why advertise when oversold? Technicolor cites many reasons. J. Beatty. Sales Management 21:38 Ja 4 '30

Will cooperation lick the price-cutting evil? E. Plaut. Sales Management 23:230-1+ Ag 16 '30

Will coordinate local campaigns in U. S. "pay promptly" drive. Sales Management 23:254 Ag 16 '30

Will savings banks encourage spending? They are! W. B. Edwards. il Ptr Ink 153:105-6 N 20 '30

See also

Advertising, Associational
Advertising, Institutional
Community advertising
Public utilities—Advertising

ADVERTISING, Foreign

Advertising and selling abroad. F. R. Eldridge. il Ptr Ink Mo 21:47-8+ D '30

Advertising and selling abroad. F. R. Eldridge. 202p $3.50 Harper '30

Advertising in foreign countries. Ptr Ink 156:92 Ag 13 '31

American advertising standards are being accepted overseas. R. B. Lockwood. il Ptr Ink 150:124 F 6 '30

Aspects of international advertising. J. Klein. Ptr Ink 155:33 Je 4 '31

Budgeting export advertising. C. P. Huntington. Adv & Sell 15:24+ My 28 '30

Building an export market in Latin America. Z. M. Allison. Adv & Sell 14:29+ Ja 8 '30

But Thomas does it! Australian distributor adapts U.S. advertising. K. Kilby. il Ptr Ink Mo 21:56+ O '30

Chrysler wins foreign markets with distinctive advertising. Sales Management 23:173 Ag 2 '30

Dodging the boomerang in foreign advertising. W. A. McGarry. il Ptr Ink Mo 21:31-2+ N '30

Drive for export sales raises the foreign advertising ante. Business Week p32-3 Ja 28 '31

How much is foreign circulation worth? H. N. Elterich. Adv & Sell 15:34+ Jl 23 '30

ADVERTISING, Foreign—*Continued*
- How to determine the export advertising appropriation. F. Moeller. il Ptr Ink Mo 22:58+ Ap '31
- In Rome do as Rome does. B. Rowe. il Ptr Ink Mo 21:31-2+ Jl '30
- Meeting present-day conditions overseas. W. F. Wyman. Ptr Ink 151:101-2+ Je 5 '30
- Needs of foreign advertisers. Ptr Ink 151:36+ My 29 '30
- Pictures talk a language. J. G. Faber. il Ptr Ink Mo 21:114 S '30
- Sales management gallery; how American products are being advertised overseas. il Sales Management 21:300-1 F 15 '30
- What the Chinese want in advertising. R. H. Powers. il Nation's Business 18:102+ My '30
- When advertising goes abroad it must go native. il Business Week p 30-2 Ja 8 '30
- Why foreign advertisers grit their teeth. W. H. Gardner. il Adv & Sell 14:19+ D 25 '29

ADVERTISING, Fraudulent
- And now the Trade commission is told: Thou shalt not. Ptr Ink 155:49-50+ Je 4 '31
- Federal trade commission issues new warning to publishers and agencies. Adv & Sell 15:78+ Je 11 '30
- Federal trade commission moves to control radio advertising; broadcaster and distributor of paints agree to discontinue practices that brought complaint. Comm & Fin Chr 131:2634 O 25 '30
- Trade commission reports on fake advertising. Ptr Ink 151:144 My 1 '30
- We quit playing tag with fraud. W. E. Humphrey. Nation's Business 18:39-40+ Ja '30

See also
Advertising—Laws and regulations

ADVERTISING, Indirect
- Advertising to stimulate new uses; Hercules powder company promotes sale of nitrocellulose by advertising lacquer. A. Bradbury. il Ptr Ink Mo 21:64+ Ag '30
- Consult your architect. W. D. Sawler. il Am Arch 138:48-9+ O '30
- Free advertising for Fort Wayne contractors; building material dealer features the skill of his builder and contractor customers. il Am Bld 50:70-3 D '30
- National trademarks invade toy world; toymakers market miniature models of well known products. J. C. Keeley. il Adv & Sell 17:40 My 27 '31
- Should manufacturers advertise "consult an architect." E. Eberhard. il Am Arch 138:40-1+ S; 44-5+ N '30
- Strategy in the battle for stomach space: Crisco advertises all desserts. W. B. Edwards. il Ptr Ink 155:104+ Je 11 '31
- This material dealer says consult an architect. J. Serven. il Am Arch 137:32-3+ Jl '30

ADVERTISING, Institutional
- ACCO industrial group launches first institutional campaign. Sales Management 23:400 S 13 '30
- ACCO strikes while the iron is hot. J. O. Lashar. il Ptr Ink 153:41-2+ O 2 '30
- Advertising the salesmen. Ptr Ink Mo 21:110 N '30
- After introducing a technical product, then what? Brewer-Titchener drop-forged caps before the trade. il Ptr Ink 150:57-8 Mr 27 '30
- Ask our salesman; General Foods institutional campaign that talks the dealer's language. C. Whiteman. Ptr Ink 152:49-50+ Ag 14 '30
- Even freight cars must be advertised; General American tank car corporation. M. Epstein. il Ptr Ink 154:117-18+ Mr 5 '31
- Experiment in institutional advertising; abstracts. D. Knowlton. Trust Companies 51:372-3 S '30; Bankers M 121:558-9 O '30
- Has advertising become too professional? institutional copy. D. G. Ritchie. Ptr Ink 149:10+ D 19 '29
- How Swift dramatizes the everyday facts of its business. Ptr Ink 152:121-2 Ag 7 '30
- Institutional advertising. R. G. Fields. Bankers Mo 47:10 S '30
- Institutional advertising does require discussion. R. E. Baird. Ptr Ink 149:168+ N 7 '29; Discussion. 149:41-2+ N 21 '29
- New Ford campaign; illustrations by well known painters. Ptr Ink Mo 23:37 N '31
- New way of merchandising a campaign to the trade; International silver company. S. F. Johnson. Ptd Salesmanship 57:116-18 Ap '31
- Plant location as a tangible business asset; Gilman fanfold company capitalizes on its Niagara Falls location. G. E. Russell. il Ptd Salesmanship 56:132-4+ O '30
- Start of an advertiser; how the Bell system's institutional advertising developed. R. T. Barrett. Ptr Ink Mo 22:54+ Je '31
- What shall the advertising say when six companies merge; Revere copper and brass group. il Ptr Ink 150:101-2+ Mr 13 '30
- When ideas fail—institutional copy. A. Glim. Ptr Ink 156:26+ Jl 2 '31
- Why mail order advertisements have more punch. J. R. Caples. il Adv & Sell 14:28+ F 5 '30
- Why we publish Trade Winds; Union trust company, Cleveland. D. Knowlton. il Burroughs Clearing House 15:14-16+ O '30

See also
Anniversaries—Advertising

ADVERTISING, Japanese
- Add Aji-No-Moto to the American vocabulary. il Ptr Ink 149:109-10 D 5 '29

ADVERTISING, Mail
- Adjusting consumer direct mail to the needs of each dealer; Boston varnish company. C. G. Muller. il Ptr Ink 152:17-20 S 25 '30
- Advocates greater use of direct mail methods. H. J. Buckley. East Underw 31:9 O 3 '30
- Analyze customers—personalize appeal. W. Case. il System 59:380-1 My '31
- And business is up 15 per cent! il Pet Age 25:35-7 O '31
- Architects go specific in group campaign. Ptr Ink 153:121 O 9 '30
- Are orders scarce? better use one of these three methods of building business! J. E. Bullard. Inland Ptr 85:87-8 Jl '30
- Be sure your direct mail has direction. A. Glim. Ptr Ink 152:41-2+ S 4 '30
- Bodyguard to accompany your checks. il Ptd Salesmanship 54:561-2 F '30
- Building an association merchandising program; Heating & piping contractors national association. C. B. Larrabee. il Ptr Ink Mo 23:36-7+ O '31
- Building up a local agency. J. W. Mason. Spectator 124:29+ Mr 6; 28-9 My 1 '30
- Campaign that wins favor with school boards; six mailing pieces help sell new theory of ventilation. P. R. Smith. il Ptd Salesmanship 57:483-5+ Ag '31
- Can automobile insurance be sold by mail? E. P. Schaefer. East Underw 32:59 My 22 '31
- Chart designed to aid direct-mail campaigns. A. J. Slomanson. Ptr Ink Mo 21:46-7 S '30
- Crashing the department store market on a new item; Pamilla silver cloth. M. Higley. Sales Management 27:456+ S 26 '31
- Dealers bought 3,000,000 mailing pieces from this company; D.L. & W. coal company becomes advertising agency for its dealer clients. D. Masson. il Ptr Ink 157:99-101 O 22 '31
- Dealers capitalize this mail campaign all year round; Atwater Kent portfolio. Ptr Ink 153:117-18+ D 11 '30
- Dealers get a run for their money in this campaign; Day & night water heater co. E. Whitmore. il Ptd Salesmanship 55:420-2 Jl '30
- Developing new uses with bull's-eye direct-mail shots; the Caterpillar tractor company. W. B. Edwards. il Ptr Ink 156:76+ Ag 27 '31
- Different way of personalizing advertising messages; Consolidated gas company of New York uses photograph of prospect's house. il Ptd Salesmanship 55:65 Mr '30

ADVERTISING, Mail—*Continued*

Direct-mail advertisers study cases and talk results at annual conference. Ptr Ink 157: 60-1+ O 15 '31

Direct mail advertising. B. N. Mills. Weekly Underw 122:44 sec 2 My 10 '30

Direct mail advertising pays. W. T. Shepard. Weekly Underw 124:40 sec 2 My 9 '31

Direct-mail campaign sells beef on the hoof. R. V. Peterson. il Ptd Salesmanship 54:463 Ja '30

Direct mail changes—but not enough! T. Thrift. Ptd Salesmanship 57:499-500+ Ag '31

Direct mail for leasing apartments. R. H. Miller. il Ptd Salesmanship 57:220+ My '31

Direct mail helps sell direct mail convention. L. M. Cole. Ptd Salesmanship 55:352-3 Je '30

Direct mail that sells the annual billion-dollar hospital market. il Ptd Salesmanship 55:534+ Ag '30

Direct mail that talks turkey to farmers; Delco-light company, Rochester. D. G. Baird. il Sales Management 24:220+ N 8 '30

Do self-mail broadsides outpull those mailed in envelopes? A. D. Luse. Ptd Salesmanship 55:540+ Ag '30

Doctors and dentists prefer direct mail to all other forms of solicitation. il Ptd Salesmanship 55:22-3+ Mr '30

Dodge fact campaign sets new precedent in its field. D. E. Thompson. il Ptd Salesmanship 56:20-1+ S '30

Don't let the prospect get cold; oil burner manufacturer uses imitation country newspaper. Ptr Ink 150:49-50 Mr 6 '30

Don't prepare direct mail too far ahead. R. H. Smith. Ptr Ink 150:125-6 Mr 20 '30

Few one-call salesmen ever get very far. B. J. Beardsley. il Ptd Salesmanship 55:229-30+ My '30

Fifteen typical sales problems direct mail can help to solve. Sales Management 24:289-90+ [bibliog p300, 344] sec 2 S 27 '30

First principles of mail selling. M. Droke. Adv & Sell 15:34+ Ag 20; 36 S 17 '30

Fitznoodle-Bloomsbury correspondence. E. Ellsworth, jr. Adv & Sell 15:34+ O 1 '30

Folder that features the full line. E. Whitmore. Ptd Salesmanship 58:112 O '31

Follow-ups win fuel trade for Dome. il Pet Age 25:24-5+ Jl '31

41 direct mail ideas for your business. Ptr Ink Mo 23:52+ N '31

Free advertising for every bookstore; publisher's mail order advertisements. J. L. Rogers. Adv & Sell 14:30+ Ap 2 '30

Frigidaire ties up direct mail and personal calls. E. D. Doty. il Ptr Ink 152:10+ Jl 10 '30

Getting dealers to drop competitive lines; Atwater Kent. C. G. Muller. il Ptr Ink 153: 95-6+ O 30 '30

Give the envelope enclosure a real job. il Ptr Ink 157:34+ N 12 '31

Giving direct mail local color increases sales. P. W. Combs. Ptr Ink 155:116+ Je 25 '31

Good cooperative sales campaign; monel metal. il Sheet Metal Worker 22:464-6 Ag 7 '31

Graphic method of merchandising direct-mail campaigns to salesmen. il Ptd Salesmanship 55:162 Ap '30

Gruen test campaign proves value of outside selling for retail jewelers. C. C. Seghers. il Ptd Salesmanship 56:30-1+ S '30

Hickey-Freeman's repetitive direct-mail campaign. G. Cullen. il Ptr Ink Mo 21:56+ S '30

His work sets the modern pace for American advertising; Paul Theodore Frankl. L. G. Peede. il Ptd Salesmanship 56:326-7 D '30

How are present business conditions affecting direct advertising? Ptd Salesmanship 57: 383-5 Jl '31

How direct mail advertising sells concrete products. R. Marshall. Concrete 38:30-1 Ap '31

How direct mail helped achieve world's largest electric range sale. P. Hinde. il Ptd Salesmanship 56:514+ F '31

How direct mail is used to merchandise the radio program. B. A. Grimes. il Ptr Ink 156:49-50+ S 3 '31

How direct mail may be made resultful to the trust department. J. M. Easton. Trust Companies 49:697 N '29

How direct mail sold a record Calavo crop at record prices. E. Humason. il Ptd Salesmanship 55:309-11+ Je '30

How McCray rounds out the salesman's story with direct mail. D. G. Baird. Sales Management 21:438+ Mr 8 '30

How many enclosures with your mailings? H. R. Poynter. Ptr Ink Mo 20:118+ Je '30

How Norris candy sales have responded to the appeal of style. P. Hinde. il Ptd Salesmanship 57:423-4+ Jl '31

How Studebaker gets an atmosphere of quality into its direct mail. M. F. Rigby. il Ptd Salesmanship 55:207-9+ My '30

How to conduct a fall modernizing and sales campaign by mail. Am Bld 51:42-4 S; 52: 39-40 O '31

How we made our dealer advertising dollar do double duty; Accurate parts manufacturing company, Cleveland, reprinting business paper articles. M. S. Cagan. il Sales Management 27:462-3+ S 26 '31

Ideas that make sales effort effective; Welch grape juice company. H. J. Potter. il Adv & Sell 17:34+ O 28 '31

Jumbo letter. J. M. Case. il Burroughs Clearing House 15:16+ Ap '31

Kenneth Collins advised to "stick to his last." N. A. Hanau. Ptd Salesmanship 54:231+ N '29

Letter, a booklet and an envelope that form an ideal combination; F. A. Whitney carriage co. A. J. Slomanson. il Ptd Salesmanship 55:504-5 Ag '30

Mail advertising vs. mail order selling. H. E. Jones. Sheet Metal Worker 20:763+ N 29 '29

Mailing list handbook and direct advertising guide. 1931 ed. J. C. Aspley, ed. 360p $2.50 Dartnell corporation, 4660 Ravenswood av, Chicago '31

Making industrial direct mail more effective; the Byers machine company. L. T. McGuire. il Ptr Ink 153:74-5 D 25 '30

Modern radio advertising uses printing to get best results. E. H. P. James. il Inland Ptr 86:62-4 D '30

Ordinary printing jobs that have been done in an extraordinary way. H. L. Bird. il Ptd Salesmanship 58:109-11+ O '31

Pierce-Arrow first automobile shown by natural color photography. R. K. Doran. pl Ptd Salesmanship 54:527-9 F '30

Pitfalls in the purchasing of printing. A. Glim. Ptr Ink 150:57-9 Ja 30 '30

Place of direct mail in a campaign for selling manufactured weather. A. J. Slomanson. il Ptd Salesmanship 55:134+ Ap '30

Plan direct mail now and save money; Barrett-Cravens plan. E. J. Heimer. Ptr Ink 149:156+ D 12 '29

Plan for following up every mailing piece with a salesman's call; Yawman and Erbe. C. B. Trost. il Ptd Salesmanship 56:40+ S '30

Plumbing and heating merchandising; direct mail methods. Dom Eng 134:47-54 F 21 '31

Postage & the mailbag; Yearbook of mail advertising, October, 1930. Postage and the mailbag, inc, 68 35th St, Brooklyn, N.Y.

Practical details of direct mail agency advertising plan. A. V. Livingston. Ins Field (Fire ed) 60:6+ Mr 19 '31

Printed quality goes deeper than externals; Sterling Engine direct mail. R. K. Doran. il Ptd Salesmanship 56:332-3+ D '30

Printing that paves the way for salesmen's calls. il Ptd Salesmanship 55:524+ Ag '30

Promotion plan which gets dealers behind the sales drive; American chain co. W. Perry. il Ptr Ink Mo 19:67-8 D '29

Purchasing agent speaks his mind on direct mail. G. L. Meyer. Ptd Salesmanship 55: 226-7+ My '30

Ritter reaches 67,000 dentists by direct advertising through 300 dealers. A. Scrivener. il Ptd Salesmanship 55:519-21+ Ag '30

Robert Collier letter book. R. Collier. 436p $5 McGraw-Hill '31

Robots rush in where salesmen fear to tread; Todd company's mail campaign won interviews for salesmen. M. S. Stanbro. il Ptd Salesmanship 54:538-40 F '30

ADVERTISING, Mail—*Continued*

Seamy side of direct-mail work; some pointers on building and using mailing lists. A. Glim. Ptr Ink 152:41-2+ S 18 '30

Selling motor oil through direct mail advertising in Sweden. S. L. Ohlsson. il Ptr Ink Mo 20:56+ Mr '30

Selling power by mail; Southern California Edison company. il Elec West 65:186-7 O '30

Selling through direct mail. J. W. Mason. Spectator 123:30-1 N 28 '29

Seven points to remember in advertising to doctors and dentists. G. H. Waltjen. Ptd Salesmanship 55:164+ Ap '30

Solving a difficult advertising problem with the right printed pieces. il Inland Ptr 85: 63-4 S '30

Some direct-mail pieces that women say they like. R. A. Caudill. il Ptd Salesmanship 57: 225-6+ My '31

Some things our direct-mail mistakes have taught us. K. E. Kilby. il Ptd Salesmanship 56:397-9+, 529-30+ Ja-F '31

Styling the direct mail piece. W. A. Cornish. il Adv & Sell 17:sup [Adv Arts] 33-9 Jl '31

Success methods for you to try. il Sheet Metal Worker 22:545-7 S 18 '31

There's business in the mailman's bag. L. K. Davis. il Bldg Age 52:50-2+ Ap '30

Three ways we stepped up returns on direct mail; Kelvinator sales corporation, Detroit. E. Lines. Sales Management 24:134+ O 25 '30

To fill in or not to fill in. W. B. Edwards. Ptr Ink 152:25-6+ S 11 '30

Trying to scale 5000-foot literary precipices with 4000-foot ropes. R. Ruxton. Ptd Salesmanship 54:237-8+ N '29

Two folders that dealers bought to the tune of over 1,000,000 copies; Jantzen style folders. G. Paul. il Ptd Salesmanship 57:413-14 Jl '31

Two mail campaigns that clicked with architects and builders. J. F. Kerwin. il Sales Management 24:419+ D 13 '30

Urges use of direct-by-mail ads. R. C. Dreher. East Underw 32:24+ S 11 '31

Use of direct mail in selling trust services. J. Donovan. Bankers M 122:115-22 Ja '31

We doubled our six months' quota in four and one-half months; Norge program of sales promotion. J. H. Knapp. il Ptd Salesmanship 57:287-9+ Je '31

What about sales promotion, anyway? General Electric refrigerators. W. J. Daily. pl Ptd Salesmanship 55:120-1+ Ap '30

What style appeal did in a price-shot silk market. M. Higley. Sales Management 28: 89-90 O 17 '31

What to do about direct-mail trade-marks. W. Fawcett. Ptd Salesmanship 56:145-6+ O '30

What's wrong with our circular letters? M. L. Lane. East Underw 32:41+ pt 2 S 18 '31

When fiction helps to sell facts. il Ptr Ink Mo 19:136+ D '29

Why not an agency discount on printing bills? J. L. Scott. il Ptd Salesmanship 56:402-3+, 496-8+ Ja-F '31

Why the Hotel New Yorker became a sensational first-year success. C. K. Swafford. il Ptd Salesmanship 57:205-7+ My '31

See also

Advertisements—
  Books and booklets
Broadsides
Catalogs
Follow-up systems
House organs
Letterheads
Mail order business
Mailing lists
Order blanks
Sales letters

Accounting

Eliminating guess work from direct mail costs. H. M. Robinson. System 60:172 S '31

Envelopes

How much attention do business executives pay to envelopes? il Ptd Salesmanship 57: 297+ Je '31

Nine uses for envelope space. B. A. Grimes. il Ptr Ink Mo 23:35+ S '31

Inquiries

Mail campaign pulls 2,800 live inquiries for Ediphone; followed by low-pressure selling. B. Crowell. il Sales Management 22:300+ My 17 '30

22,200 inquiries from one mailing. K. H. Mathus. il Ptr Ink 155:10+ Je 11 '31

Paper

Adventures in finding the right paper. J. N. Krohne. il Ptd Salesmanship 57:110-11+ Ap '31

Shall the printer specify the paper? Ptd Salesmanship 54:351-2, 357-8 D '29

What does an advertiser need to know about paper? L. G. Peede. il Ptd Salesmanship 57:21-3+ Mr '31

Place of mailing

Local postmark has advertising value. Ptr Ink 156:74-5 Jl 16 '31

Postal cards

Humorous postcard campaign that gets results. A. S. Warshak. il Ptd Salesmanship 57:325-6 Je '31

Is the bother of mailing reply cards at its irreducible minimum? A. R. Barkley. il Ptd Salesmanship 56:229+ N '30

Low-priced direct-mail help for retailers; the government postcard. il Ptr Ink 157:10+ O 29 '31

Over 70,000,000 postal cards—in six years! Willard storage battery company. A. Luse. il Ptd Salesmanship 55:321 Je '30

352,000 photographic post cards answer business alarmists. J. B. Gray. il Ptd Salesmanship 55:490-2+ Ag '30

Return envelopes

Why Printers' Ink uses stamped envelopes. Ptr Ink 151:28 My 1 '30

Returns

Builds million dollar hosiery business in one year by mail. M. Higley. il Sales Management 28:22+ O 3 '31

Dealers respond to offer of something new; Press-to loose leaf ring binders. A. J. Palmer. il Ptr Ink 156:67-8 Jl 23 '31

Demonstrate direct mail is profitable. R. E. Olmsted. Nat Underw (Life ed) 35:16 F 13 '31

Does imprinted postage affect returns? il Ptd Salesmanship 54:253+ N '29

450 inquiries, and 103 orders, from one 5,000 mailing; California Terry family. G. E. Mitchell. il Ptd Salesmanship 57:311+ Je '31

43 per cent return from one dealer mailing; Warren telechron company. W. K. Opdyke. il Ptd Salesmanship 55:314-15+ Je '30

Gets advertising ideas from prospects; new Walco wrench. il Ptr Ink 156:17-19 Jl 30 '31

How Penn Mutual boosted direct mail returns. Adv & Sell 17:36 O 28 '31

How sales letters helped build a million-dollar business in three years; Allegheny tube & steel co. E. O'Connor. Ptd Salesmanship 55:245-6 My '30

Series of letters brought 35 per cent replies in Copley-Plaza campaign. C. W. Hawkes. Ptd Salesmanship 54:471-2 Ja '30

2500 new dealers, and $750,000 worth of new business; Eversharp personal-point pen. H. Johnson. il Ptd Salesmanship 55:125-7+ Ap '30

What is the case for direct mail under today's selling conditions? Ptd Salesmanship 57:471-2+ Ag '31

Statistics

How companies in eight lines of business divide their printing appropriations. Ptd Salesmanship 56:437-8+; 57:40+ Ja, Mr '31

What printing for 1931? J. L. Scott. Ptd Salesmanship 56:307-9+ D '30

ADVERTISING, National

Advertising is the best bulwark against the private label. C. B. Larrabee. Ptr Ink 153: 93-4+ O 23 '30

Advertising isn't on trial—advertisers are; survey among 32,000 farmers. C. B. Larrabee. Ptr Ink Mo 21:41-2+ N '30

ADVERTISING, National—*Continued*

Are advertisers muffing their chain opportunity? interview with a grocery chain president. Ptr Ink Mo 19:56+ D '29

Are chains the enemies of the national brand? M. M. Zimmerman. Ptr Ink 153:17-20+ N 13 '30

Association of national advertisers semi-annual meeting, Detroit. Sales Management 26:189-90+ My 2 '31; Ptr Ink 155:34+ My 7 '31

Brand identity for the product sold in bulk; Borden malted milk. J. J. McCarthy. il Sales Management 20:586+ D 28 '29

Brand meets brand in conflict. M. C. Crawford. Mag of Wall St 47:548-9+ F 21 '31

Can branded staples compete with the chains' private brands? M. M. Zimmerman. Ptr Ink 155:3-4+ My 28 '31

Can lower prices take the place of advertised brands? M. M. Zimmerman. Ptr Ink 152:3-4+ Ag 14 '30

Chain grocers told to change attitude toward national brands. H. H. Lestico. Ptr Ink 154:107-8 Mr 12 '31

Coty goes after leadership with increased advertising. il Ptr Ink 153:105-6+ D 18 '30

Depression spurs the battle of the brands. C. W. Steffler. Comm & Fin 19:2271-2, 2310-11, 2386-7; 20:14-15+, 137-8 D 10-17, 31 '30-Ja 7, 21 '31

Distributors in conflict. C. B. Larrabee. Ptr Ink 153:50+ O 2; 17-20+ O 9; 91-2+ O 16 '30

Do you dare to test your knowledge of advertising? try a local campaign. A. Glim. Ptr Ink Mo 20:38+ Je '30

Effect of chain-store advertising on national brands. M. M. Zimmerman. Ptr Ink 153:68+ D 11 '30

Food broker tells how the small manufacturer should expand; better co-ordination between advertising and distribution. O. Lockett. Ptr Ink 156:116-17+ S 17 '31

How advertisers fare at the hands of the chain store. M. M. Zimmerman. Ptr Ink 153:68+ D 4 '30

How advertisers may meet the private brand problem. C. B. Larrabee. Ptr Ink 153:86+ N 6; 69-70+ N 13 '30

How advertising opened a national market for a retailer; Wm. H. Plummer & company, china and glass retailers. C. G. Muller. il Ptr Ink 151:147-8+ Ap 17 '30

How national advertisers determine the advertising appropriation. A. E. Haase. Ptr Ink 154:25-6+ F 12 '31

How retailers feel about pegged prices for advertised brands. B. H. Namm. Ptr Ink 154:33-4+ Mr 26 '31

How the A & P views advertised brands. J. A. Hartford. Ptr Ink 155:17-20 Je 18 '31

Increasing sales by breaking merchandising precedent; why Gerber's strained vegetables were nationally advertised before distribution was secured. D. Gerber. Ptr Ink 150:41-2+ F 13 '30

Industrial and consumer advertising are drawing together. N. S. Greensfelder. Ptr Ink 154:89-90+ Ja 8 '31

Is the private label coming back? G. A. Nichols. Ptr Ink 152:17-20 Jl 31 '30

Let's do something about private brands. L. C. Lockley. il Adv & Sell 17:17-18 Je 24 '31

Meadow Gold enters national advertising lists; butter and ice cream in two separate and simultaneous campaigns. il Ptr Ink 155:84+ My 14 '31

Menace to national advertising and national distribution of the buy at home movements. M. A. Berns. Ptr Ink 157:111 O 29 '31

Mill brands or private brands? two paper jobbers express divergent opinions. L. G. Peede. il Ptd Salesmanship 57:486-8+ Ag '31

Nation-wide newspaper drive doubles Eureka vacuum sales. F. Wardell. il Sales Management 24:374-5+ D 6 '30

National advertising and the gas company window. S. Bratesman. il Gas Age 68:580+ O 17 '31

Private brands—their significance to national advertisers. M. M. Zimmerman. il Ptr Ink 154:95-6+ Mr 12 '31

Public more familiar with advertised lines in 1931, survey finds. Sales Management 27:476 S 26 '31

Raw material maker to advertise his customers' products; Pepperell's new campaign for cutters. il Ptr Ink 151:89-90 My 8 '30

Tracing your wholesale trade. W. Mann. Sales Management 24:302-3+, 376-7+, 466+ N 22, D 6, 20 '30

Value of advertising in a thin market; Central alloy steel corporation. W. A. McGarry. il Ptr Ink 151:150+ Je 19 '30

Voluntary chain starts national advertising. il Ptr Ink 153:104+ O 2 '30

When brands face falling prices. L. D. H. Weld. Nation's Business 19:35-7+ Ja '31

When small manufacturers get the craze for national distribution. J. H. Warburton. Ptr Ink 149:60+ D 12 '29

Where are tomorrow's advertisers coming from? C. B. Larrabee. Ptr Ink 152:3-4+ S 11 '30

Which national brands must fear private labels most? V. H. Pelz. Ptr Ink Mo 22:29-30+ F; 45-6+ Mr '31

Wholesaler starts national campaign on three private brands after sixty-eight years of no advertising; Sprague, Warner & company. il Ptr Ink 152:26-8 Ag 28 '30

Why Armstrong is advertising a basic material—cork. D. Gridley. il Ptr Ink 151:49-50+ Je 19 '30

Why have salesmen for advertised products? Ptr Ink 154:106+ Ja '31

Why not advertise nationally? W. L. Fort, jr. Burroughs Clearing House 14:28+ My '30

Why of private brands. W. M. McCormick. Nation's Business 19:153-4+ My '31

Why the large chains prefer advertised brands. Ptr Ink 149:76-7 D 19 '29

Why the prices of advertised goods can't drop with commodity prices. W. W. Eichhorn. Ptr Ink 155:33-4+ Ap 23 '31

Why we plug both national and private brands; Lake Charles rice milling company of Louisiana. H. E. Foster. Sales Management 25:416 Mr 7 '31

Will chain advertising fight national brands? L. C. Shave. Ptr Ink Mo 22:31-2+ Ja '31

See also

Advertising appropriations
Advertising campaigns
Private brands

Local tie-up

Remington Rand discovers a new local tie-up for national advertising; furnishing covers for local chamber of commerce magazines. G. E. Mitchell. Ptd Salesmanship 56:428, 4 pls Ja '31

Local tie-up (dealers)

National and private brands in one fold; both Dole (mfr.) and Keystone (retailer) report contentment. il Adv & Sell 17:30+ My 27 '31

National and private brands join advertising hands. C. W. Miller. Ptr Ink 155:10+ My 21 '31

Statistics

Automobile advertising in magazines increased 15 per cent in 1929; newspaper linage, 1928-1929. H. Hosking. Automotive Ind 62:478-9 Mr 22 '30

535 concerns spent $220,545,000 in newspapers in 1929—A.N.P.A. report. Sales Management 22:70+ Ap 12 '30; Ptr Ink 151:120-1 Ap 17 '30

National advertising expenditures, January, 1930. Adv & Sell 14:40 Ja 22 '30 [continued monthly]

National advertising in newspapers, Jan. 1928-Dec. 1930. Survey of Cur Business Annual Sup 1931 p35

Newspaper lineage of 2548 national advertisers; classified by industries. Sales Management 24:122-31 sec 2 S 27 '30

Newspaper national advertising fell 11 per cent in 1930. Sales Management 26:232 My 9 '31

ADVERTISING, National—Statistics—*Cont.*

150 leading magazine advertisers of 1930. Ptr Ink 154:17-20 Ja 22 '31; Same abr. Adv & Sell 16:38+ Ja 21 '31

Testing

Branded towels defeat unbranded in national Cannon Mills' test. Sales Management 23: 357 S 6 '30

How Cannon proves that its advertising helps dealers sell. C. A. Cannon. Ptr Ink 152:3-4+ S 4 '30

ADVERTISING, Outdoor

Industry cries its wares and makes the water tank do double duty; illustrations. Factory & Ind Management 81:64 Ja '31

They do believe in signs. M. C. Huerstel. il Bldg Age 52:62-3+ Ap '30

See also

Billboards
Electric signs
Outdoor advertising, incorporated
Posters

Rates

Outdoor advertising rates in cities of 100,000 population and over. Sales Management 24: 274 sec 2 S 27 '30

ADVERTISING, Soliciting of

Advertisers have foibles, too. A. Glim. Ptr Ink 155:80+ Je 4 '31

Agents offer standard newspaper data form. Ptr Ink 151:97-8 My 8 '30

All-American space selling eleven. J. J. McCarthy. Ptr Ink 155:33-4 Ap 30; 113-14 My 7; 82 My 14; 95 My 21; 109 My 28; 78 Je 4; 96 Je 11; 115-116 Je 18 '31

Angles on space buying; sell the publication, not an account. J. C. Esty. Ptr Ink 154:72 Ja 29 '31

Angles on space buying; space salesmen who leave behind a constructive thought. N. M. Markwell. Ptr Ink 155:90 My 21 '31

Angles on space buying; the element of time. A. W. Ingalls. Ptr Ink 154:111-12 F 26 '31

Angles on space buying; written presentations from publishers help the agency executive. A. W. Wilson. Ptr Ink 154:69-70 Mr 5 '31

Answer to: "-but everybody knows my product." F. A. Whipple. Ptr Ink 150:3-4+ Mr 20 '30

Hints for publication representatives. W. A. Sturgis. Ptr Ink 151:68 My 22 '30

How space sellers can help the agency space department. B. C. Duffy. Ptr Ink 149:83-4 D 26 '29

I see space salesmen once a year. Ptr Ink 150:28 Mr 13 '30

I'm sorry, but your papers are not on the list. J. S. Epstein. Ptr Ink 149:85+ D 5 '29

Industrial space buyer on space salesmen. W. C. Mattox. Ptr Ink 151:133-4+ Ap 3 '30

Kimball Kahntact complains about space salesmen. J. C. Boyd. Ptr Ink 152:64+ Jl 24 '30; Reply (Give us space buyers who buy, Mr. Kahntact). E. L. Sullivan. 152:117+ Ag 28 '30

Let's get some new accounts! B. Flood. Adv & Sell 15:20-1+ Ag 20 '30

Meet Earnest John, the space salesman. H. W. Dickinson. Ptr Ink 150:109-10+ Ja 16 '30

Mr Douglas and Mr Jones should get together. W. A. Glenn. Adv & Sell 14:42+ Mr 5 '30

Mr Jones is waiting to see you. R. Douglas. Adv & Sell 14:18 Ja 22 '30

Observations by old-timer; doing justice to the publishers' representatives. Ptr Ink Mo 22:64+ Ja '31

Reginald representative calls on Kimball Kahntact. J. R. Rutherford. Ptr Ink 152:107-8 Ag 7 '30

Should space salesmen reveal advertisers' plans? Ptr Ink 157:116-17 N 5 '31

Some space solicitations that rang the bell. J. Gran. il Sales Management 24:172-3+ N 1 '30

Space buyer's score card wouldn't reduce guesswork. H. J. Gediman. Ptr Ink 150: 125-6 Mr 13 '30

Space buying plan that saves publisher's and agent's time. J. A. Vessey. Ptr Ink 154:104-5+ F 5 '31

Space salesmen are forced to dissect their circulations. W. G. Martin, jr. Ptr Ink 153: 132+ N 20 '30

Space salesmen should speak when spoken to. A. S. Hassell. Ptr Ink 152:112-13 Ag 14 '30

Space salesmen—speak when you want to speak. A. M. Miller. Ptr Ink 152:116+ S 4 '30

Space seller suggests that account executives give a thought to the space salesman's side of the story. J. S. Epstein. Ptr Ink Mo 21: 68+ Ag '30

Special representative and the space buyer. Ptr Ink Mo 22:62+ My '31

To space salesmen. S. E. Leith. il Adv & Sell 15:38+ S 3 '30

Tossing hoss sense into space selling. R. Holbrook. Ptr Ink 153:124+ O 23 '30

What advertisers think of agency plans on "spec". Ptr Ink 151:88 Je 12 '30

What do publication representatives represent? R. K. Leavitt. Ptr Ink Mo 22:37-8+ Ap '31

What kind of a guy is he? J. L. Rogers. Adv & Sell 14:30+ F 19 '30

When Emerson Hough was an advertising solicitor. Ptr Ink Mo 22:66 My '31

When newspaper advertisers tell you, "People aren't buying!" N. M. Loomis. Inland Ptr 87:85-7 Ap '31

When % signs confuse; examples of publishers' promotion that obfuscate the space buyer. R. Webster. Adv & Sell 16:24-5+ D 24 '30

When the advertising agency goes a-business-getting; how much should it traffic with the seller of space? M. L. Wilson. Adv & Sell 17:25-6+ My 27 '31

Why only 25 out of 1,000 salesmen got orders from us; United States rubber company. N. E. McLaughlin. Ptr Ink 156:56-7 Ag 27 '31

See also

Audit bureau of circulations

ADVERTISING, State. See State advertising

ADVERTISING affiliation

Advertising affiliation adds new member club. Ptr Ink 151:69-70 My 15 '30

ADVERTISING agencies

Advertising agencies discuss their problems without gloves. Ptr Ink 155:25-6+ My 7 '31

Advertising agencies stage a battle royal for new accounts. J. F. Matteson. Ptr Ink 152: 69-71 Jl 3 '30

Advertising agencies supply what the majority of clients demand. D. D. Jones. Ptr Ink 149:108-9+ D 12 '29

Advertising gets too much credit; agencies making a mistake in emphasizing the intangibles. D. A. Laird. Ptr Ink 150:36+ Ja 30 '30

Agency head views industrial advertising. O. S. Tyson. il Adv & Sell 14:28+ Ap 2 '30

Agency relations in broadcasting. R. S. Durstine. Ptr Ink 154:85-6 F 12 '31

Angles on space buying. E. R. Gamble and others. Ptr Ink 154:76 Ja 22; 111-12 F 26; 69-70 Mr 5; 101 Mr 19; 68-9 Mr 26; 155:132 Ap 2; 26 Ap 16; 97 Ap 23; 52 Ap 30; 106+ My 7; 62 My 14; 90 My 21; 69-70 My 28; 106 Je 4; 156:36 Jl 9; 35-6 Jl 16; 48+ Ag 13; 66+ Ag 27 '31

Another advertising agency goes after our account. Ptr Ink 153:49-50+ D 11 '30

Are there too many agencies? Adv & Sell 17:25+ S 2 '31

Buffer era for space buying is passing. R. W. Orr. Ptr Ink 155:41-2 My 21 '31

Building an advertising agency network. L. W. Ellis. Ptr Ink 153:25-6+ O 23 '30

Can the house agency give as good service as the independent? Adv & Sell 17:30+ My 13 '31

Chuckles and sighs from an agency executive's diary. E. Brisacher. Adv & Sell 16: 42+ D 10 '30

Client questionnaires for agencies to fill out. Ptr Ink 152:85 Ag 28 '30

Copy from a rowboat. Ptr Ink 155:92 Je 4 '31

Cut waste, boost manufacturers' profit, four-A goal in 1931. Sales Management 26:233+ My 9 '31

ADVERTISING agencies—*Continued*

Don't overwork a good thing; charging for estimates. Ptr Ink 152:113-14 S 4 '30

Eight easiest errors. Adv & Sell 14:34+ N 27 '29

Epistles to the advertisians. il Sales Management 27:164-5, 200-1, 238-9 Ag 1-15 '31

Give the media men a bigger hand. A. Glim. Ptr Ink 151:49-50+ Ap 24 '30

H. K. McCann and Erickson agencies to merge. Ptr Ink 152:28 S 4 '30; Sales Management 23:357 S 6 '30

How many agency house organs? Adv & Sell 17:72 O 14 '31

If I owned an advertising agency. H. Johnson. Ptr Ink 153:110+ O 2 '30

Is the outside point of view a weak agency solicitation? J. H. Warburton. Ptr Ink Mo 20:47-8+ F '30

Let's have more MacGregors for space buyers. S. R. Latshaw. Ptr Ink 155:77-8+ My 7 '31

Making the client's okay really mean something. F. Millis. il Adv & Sell 15:30+ Je 11 '30

Newspaper man says advertising agencies hold power to level rates. C. E. Hadley. Ptd Salesmanship 54:378+ D '29

Newspaper publishers uncover vital facts for advertisers; status of agency credit. B. A. Grimes. Ptr Ink 155:74 Ap 23 '31

No soap; the advertising agent pens a line to his client. J. Alger. Adv & Sell 14:27+ F 19 '30

100 checking points in choosing an advertising agency. M. L. Wilson. Adv & Sell 16:17-19+ D 24 '30; 30+ Ja 7 '31

Organized publishers look into arbitration; application to relationship of publisher, agency and advertiser. A. H. Little. Ptr Ink 149:101-2+ D 19 '29

Personnel and chief characteristics. Sales Management 24:153+ sec 2 S 27 '30

Philadelphia advertisers select agencies on the basis of reputation and experience. J. L. Scott. il Ptd Salesmanship 54:530-2+ F '30

Playboy or business man? duties of the account executive. A. Glim. Ptr Ink 151:93-4 Ap 17 '30

Publication and advertising agency problems (with constructive answers). A. J. Slomanson. 142p Lloyd pub. co, New York '31

Raiding accounts endangers the whole industry. F. W. Farnsworth. Adv & Sell 14:27+ Ap 16 '30

Salesmen's reports—a gold mine in hands of advertising agency. H. B. LeQuatte. Ptr Ink 155:3-4+ Je 18 '31

Selling advertising agency service. A. Glim. Ptr Ink 151:89-90+ Ap 10 '30

Small vs. big agencies. A. J. Slomanson. Adv & Sell 14:36 Ap 30 '30

Technique of getting the best service from an agency. G. H. Phelps. Adv & Sell 14:27+ D 11 '29

There are no plus values. H. W. Dickinson. Ptr Ink 150:67-8+ Mr 6 '30

There, there, Groucho! don't cry. R. Douglas. Ptr Ink 150:41-2 Mr 20 '30

This advertising agency runs a filling station. il Ptr Ink 153:20 D 25 '30

To admit a mistake seems the worst mistake of all. A. T. Moore. Ptd Salesmanship 55:30-1+ Mr '30

To become an account executive. A. Glim. Ptr Ink 153:49-50+ D 4 '30

Trade commission takes advertising case under advisement. Ptr Ink 149:36+ D 5 '29

Two agencies and a publisher sign Trade commission stipulations. Ptr Ink 154:104 Ja 29 '31

What Groucho says; these things shall abide forever. Ptr Ink 156:48 Jl 2; 110+ Jl 9 '31

What questions should the advertising agency ask new clients? Ptr Ink 150:99-100 F 6 '30

What we expect from an advertising agency. T. W. Braun. Ptr Ink 149:17-20 N 28 '29

Where do advertising agency executives come from? D. M. Perrill. Ptr Ink 156:33-5 Jl 16 '31

Why don't advertisers foster organized agency selling? L. Ellis. Ptr Ink 150:105-6+ F 6 '30

Why don't advertising agencies sell their plus values? A. F. Gerecke. Ptr Ink 150:3-4+ Ja 16 '30

You ain't done right by our Nell! advertising in current talkie. A. Dow. il Ptr Ink 154:70+ Mr 26 '31

See also

McCann-Erickson, inc.

Advertising

Another advertising man who follows his own prescription. il Ptd Salesmanship 56:427 Ja '31

How to illustrate a printed presentation of agency service. A. D. Luse. Ptd Salesmanship 56:412+ Ja '31

Re: Bates and rebates. W. Hill. Adv & Sell 16:22-3+ F 18 '31

They smiled when they read the letter. il Ptd Salesmanship 55:419+ Jl '30

What Groucho says: You can't keep a good man out of work. Ptr Ink 155:50 My 28 '31

Art departments

Art director and his work. A. Glim. Ptr Ink 151:41-2+ My 22 '30

Art director's education. A. Glim. Ptr Ink 153:79-80+ N 6 '30

How N. W. Ayers files—and finds—100,000 finished drawings. T. H. Thompson. il Adv & Sell 14:21-2 F 19 '30

Branches

How can agencies trade service to avoid branch expense? L. W. Ellis. Adv & Sell 18:20-1+ N 11 '31

How the agency branch dovetails with the home office. L. W. Ellis. Adv & Sell 17:24-5+ O 28 '31

To branch or not to branch? L. W. Ellis. Adv & Sell 17:27+ O 14 '31

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Advertising agencies
—Foreign branches

Commissions

Agency commissions. Ptr Ink 149:41-2, 44 D 5 '29

Are advertising agents adequately compensated? Ptd Salesmanship 57:525-6+ Ag '31

Commissions for agencies stand. Business Week p 8-9 F 5 '30

15 per cent; a toy balloon policy must profit the advertising agency too. A. R. Mac Donald. Ptr Ink 153:93-4+ D 4 '30

Re: Bates and rebates. W. Hill. Adv & Sell 16:22-3+ F 18 '31

Rebates and recognitions. C. A. Bates. Adv & Sell 16:25 Ja 21 '31

Saving at the spigot and wasting at the bunghole. S. O. Landry. Adv & Sell 16:23+ F 18 '31

Whither the agency commission system? Adv & Sell 17:17-20+ Ag 5 '31

Why not an agency discount on printing bills? J. L. Scott. Ptd Salesmanship 56:402-3+, 496-8+ Ja-F '31

Costs

Hand-to-mouth advertising increases agency costs. A. M. Howe. Ptr Ink Mo 23:37+ Jl '31

How the depression has affected advertising agency overhead. Ptr Ink 157:17-20 N 12 '31

Directories

Guide to advertising agencies. Sales Management 24:157-62+ sec 2 S 27 '30

Guide to Canadian advertising agencies. Sales Management 24:353-5 sec 2 S 27 '30

Personnel and chief characteristics of British agencies. Sales Management 24:363-8 sec 2 S 27 '30

Employees

Don't cut agency salaries without promise of future profits. H. W. Dickinson. Ptr Ink 157:96-7+ O 29 '31

Employee stock ownership in advertising agencies. Ptr Ink 152:57-8 S 25 '30

Interviewing the job-seeker. H. S. Conley. Adv & Sell 14:33+ Ap 30 '30; Discussion. J. D. Probst. 15:38 Je 25 '30

ADVERTISING agencies—Employees—*Cont.*
Is there a drone in every agency? Adv & Sell 14:42 Ap 30 '30
Is this a logical plan of handling the advertising agency salary problem? E. B. Weiss. Ptr Ink 157:25-6 O 15 '31; Discussion. M. Chaimas. 157:52+ N 5 '31
Score card for testing applicants for advertising jobs. F. Juraschek. Ptr Ink 151:10+ Je 19 '30
That problem of advertising agency personnel; abstracts. M. L. Wilson. Ptr Ink 151: 118+ My 22 '30; Adv & Sell 15:73 My 28 '30
Triple test for an agency production man. F. Juraschek. Ptr Ink 152:75-6 Ag 28 '30

Ethics

Rebates and recognitions. C. A. Bates. Adv & Sell 16:25 Ja 21 '31

Exhibits

New way of merchandising agency service. il Ptd Salesmanship 58:58+ S '31

Fees

Advice on free advice. Ptr Ink 152:92 Ag 14 '30

Finance

Advertising agency treasurer. A. Glim. Ptr Ink 151:33-4+ Je 19 '30
Can the agency make a profit on the small account? H. A. Haring. Adv & Sell 15:17-18+ Jl 9 '30
Credit problems of an advertising agency. J. H. Eydeler. Credit Mo 32:11-13 O '30
How many agencies own interests in their clients? Adv & Sell 16:30+ Mr 18 '31
Let P equal profits. F. Juraschek. Ptr Ink 156:33-4+ S 10 '31
Reports on agency surpluses. Ptr Ink 151: 52+ My 1 '30

Foreign branches

Agencies turn their eyes toward overseas markets. Business Week p 13 F 26 '30

Law

Who pays when the agency defaults? Ptd Ink 156:62 Jl 16 '31

Libraries

Libraries and business men. M. L. Alexander. Lib J 55:398-9 My 1 '30

Management

Agencies that go on general vacations. Adv & Sell 15:27 Je 25 '30
Agency organization. S. R. Latshaw. Adv & Sell 17:36+ My 13 '31
Greater formality for the plan board. A. Glim. Ptr Ink 151:73-4 Je 5 '30
How can agencies trade service to avoid branch expense? L. W. Ellis. Adv & Sell 18:20-1+ N 11 '31
How one agency head cut costs, gave 23% more service. L. W. Ellis. Adv & Sell 17: 24+ S 2 '31
How space sellers can help the agency space department. B. C. Duffy. Ptr Ink 149:83-4 D 26 '29
Is your agency taking a general vacation this summer? Adv & Sell 17:23 Je 24 '31
Keeping track of production in an advertising agency. A. Glim. Ptr Ink 151:121-2+ Je 12 '30
One way of meeting the hand-to-mouth disease. F. Juraschek. Ptr Ink Mo 23:40+ S '31
Organizing the agency's sales. L. W. Ellis. Adv & Sell 17:24-5+ S 30 '31
Principles of operation in the mechanical department. A. Glim. Ptr Ink 151:57-8+ My 29 '30
Should agencies use client questionnaires or topical outlines? L. Ellis. Ptr Ink 150:49-50+ F 27 '30
Space buying plan that saves publisher's and agent's time. J. A. Vessey. Ptr Ink 154:104-5+ F 5 '31
Space seller suggests that account executives give a thought to the space salesman's side of the story. J. S. Epstein. Ptr Ink Mo 21: 68+ Ag '30
Suggestions for the copy department. A. Glim. Ptr Ink 151:53-4+ My 15 '30
What should advertising agencies learn about new clients? H. D. Ellenbogen. Ptr Ink 153:3-4+ O 2 '30
When better plans are written much grief will be avoided. J. C. Knollin. Adv & Sell 14:19+ Mr 5 '30
When the advertising agency goes a-business-getting. M. L. Wilson. il Adv & Sell 16:17-18+ Ap 15; 24-5+ Ap 29; 17:25-6+ My 27; 25-6+ Je 10; 26+ Jl 8; 28+ Ag 5 '31
Who in your agency will contact our account? F. R. Feland. Ptr Ink 156:3-4+ S 3 '31

Marketing departments

Marketing departments and merchandising counsel. A. Glim. Ptr Ink 151:101-2 My 1 '30

Offices

N. W. Ayer building designed from an organization chart. R. B. Bencker. il plans Am Arch 139:42-7+ Ja '31
Working drawings and photographs of details, advertising offices of the Mayers company, Los Angeles. Arch Rec 68:60-4 Jl '30

Records

Advertising agency time records. Ptr Ink 150: 76+ F 27 '30

Service

Agency can help the client cut shipping costs. A. H. Meredith. il Adv & Sell 14: 25+ F 5 '30
Any advertiser can get plus service from an advertising agency. K. L. Hamman. Ptr Ink 152:17-20 Ag 7 '30
Are agencies missing their greatest opportunity? store-to-consumer service. E. Freshwater. Adv & Sell 14:24+ Ja 22 '30
Getting action on an industrial account. H. B. Pickering. Adv & Sell 15:30-1 My 14 '30
How costly is free service? Ptr Ink 150:113+ F 20 '30
How has the depression affected agency-client relations? Ptr Ink 157:3-4+ N 5 '31
How the depression has affected advertising agency overhead. Ptr Ink 157:17-20 N 12 '31
How to use your advertising agency. F. S. Schenck. System 57:409-10 My '30
Let's think in broad movements instead of in motions! A. R. Hopper. il Ptd Salesmanship 55:51-2+ Mr '30
Scope of advertising agency service. A. Glim. Ptr Ink 151:33-4+ Ap 3 '30
To how much agency service is the small advertiser entitled? Ptr Ink 153:3-4+ N 20 '30

Terminology

Let's get together on advertising agency nomenclature! A. Glim. Ptr Ink 151:58+ My 8 '30

Valuation of business

Estimating the purchase price of advertising agencies. Ptr Ink 151:144 Ap 24 '30

ADVERTISING agencies, American association of. See American association of advertising agencies

ADVERTISING allowances
Advertising rackets. J. True. il Sales Management 24:206-7+ N 8 '30
Allowances to chains are mulcting advertisers of millions. H. A. Haring. Adv & Sell 16: 17-19+ F 4 '31; Reply. W. F. L. Tuttle. 16: 28+ Ap 1 '31
Another angle on advertising allowances. D. V. Kilfoyle. Sales Management 27:130 Jl 25 '31
Are manufacturers making horse-traders out of buyers? J. True. Sales Management 25: 320-1+ F 21 '31
Drug trade, too, has its advertising rackets. F. S. Clark. il Sales Management 25:100-1+ Ja 17 '31
How to harness the advertising allowance; Minnesota valley canning company. G. A. Nichols. Ptr Ink 150:17-20+ Ja 2 '30

ADVERTISING allowances—*Continued*

If you give allowances, police performance! H. A. Haring. il Adv & Sell 16:22-3+ Mr 18 '31

Is the manufacturer's advertising department headed for the discard? W. Haise. il Ptr Ink Mo 22:32-3+ Ap '31

Let's cut out the allowance cancer. W. Haise. il Adv & Sell 17:24+ Ag 5 '31

Loss leaders are a joke! H. A. Haring. il Adv & Sell 16:19-21+ F 18 '31

Our advertising appropriation is becoming a slush fund! Adv & Sell 17:40+ Ag 19 '31

Shall we spend our money for allowances or for advertising? H. A. Haring. Adv & Sell 16:17-19+ Ap 1 '31

That advertising allowance. H. A. Haring. Adv & Sell 16:22 N 12 '30

United Cigar-Gillette blade battle will be double-edged. Business Week p14 Je 3 '31

Vertical co-operative advertising. L. C. Lockley. 267p $3 McGraw-Hill '31; Review. D. Gridley. Ptr Ink 154:49-50+ F 19 '31

What happens when manufacturers refuse allowances. H. A. Haring. Adv & Sell 16:30+ Ap 15 '31

Why allowances are a racket. H. A. Haring. il Adv & Sell 17:20+ My 13 '31

ADVERTISING and bankers

Advertiser reviews bankers' attitude toward advertising; abstracts. R. S. Butler. Ptr Ink 152:121-2+ S 18 '30; Bankers M 121:552-4 O '30

Advertising and—the 1896 banker—the 1931 banker. H. W. Dickinson. Ptr Ink 153:25-7 D 25 '30

Advertising as a banker's rebuilding aid; Lehman bros. and Kroger grocery & baking co. R. Crothers. Ptr Ink 156:91-3+ Jl 23 '31

Can advertising become a real balance-sheet asset? A. E. Bryson. Ptr Ink 151:17-19 My 1 '30

Financial advertisers take inventory. Ptr Ink 152:123-4 S 25 '30

He got the loan. A. Stote. Adv & Sell 16:19 Ap 1 '31

Is advertising a basis for credit? C. Presbrey. Credit Mo 32:24+ S '30

Use has converted the banker. F. H Sisson. Ptr Ink 151:68+ My 22 '30

What do bankers think about advertising today? Ptr Ink 156:3-4+ S 10 '31

White feathers in the bankers' depression policies. G. T. Hodges. Sales Management 23:436+ S 20 '30

See also

Bank advertising

ADVERTISING and dentists

A.N.D.R.—another slap at unethical advertising. J. T. Hanks. il Ptr Ink Mo 21:46+ N '30

Dentists willing to endorse ethical dentifrice advertisers. Ptr Ink 150:161-2 F 13 '30

ADVERTISING and employees

Do your employees advertise you? J. Simpson. Forbes 24:32 D 1 '29

ADVERTISING and salesmen

Advertising calendar for the salesmen. il Ptr Ink 151:97-8 Ap 3 '30

Advertising that wins a welcome for salesmen. E. P. Hermann. il Ptd Salesmanship 55:142+ Ap '30

Advertising the salesmen. Ptr Ink Mo 21:110 N '30

Ask our salesman; General Foods institutional campaign that talks the dealer's language. C. Whiteman. Ptr Ink 152:49-50+ Ag 14 '30

Catalog that the Hurley salesmen built. G. A. Nichols. il Ptr Ink Mo 23:45-6+ S '31

Coordinating advertising and selling in the financial field; bond sales contest; abstracts. H. Towner. Adv & Sell 15:28+ O 1 '30; Bankers M 121:557-8 O '30

Direct mail that talks turkey to farmers; Delco-light company, Rochester. D. G. Baird. il Sales Management 24:220+ N 8 '30

Don't ask good advertising to make up for poor salesmen. D. S. Cowling. Ptr Ink 153:101-2+ D 4 '30

F. Edson White, master salesman. G. A. Nichols. Ptr Ink 154:33-4 Ja 22 '31

Getting the sales force behind the industrial campaign; Union oil company. R. Cole. il Ptr Ink 150:153-4+ F 13 '30

Getting the salesmen to help cut waste in dealer helps; Saylor's chocolates, inc. A. H. Deute. Ptr Ink 155:76+ Je 25 '31

Graphic method of merchandising direct-mail campaigns to salesmen. il Ptd Salesmanship 55:162 Ap '30

Hay in the barn. W. E. McFee. Ptr Ink 151:28 Je 5 '30

Helping the salesman at his point of sale; Loose-Wiles message to dealers. W. W. Wachtel. Ptr Ink 152:97-100 Ag 7 '30

Let's follow up our advertising. J. Wooten. Gas Age 67:578 Ap 18 '31

Plan for following up every mailing piece with a salesman's call; Yawman and Erbe. C. B. Trost. il Ptd Salesmanship 56:40+ S '30

Printing that paves the way for salesmen's calls. il Ptd Salesmanship 55:524+ Ag '30

Shall salesmen leave literature with the prospect, or mail it to him later? G. E. Mitchell. il Ptd Salesmanship 57:151+ Ap '31

Studebaker operates advertising display room. M. F. Rigby. il Ptr Ink Mo 19:46+ D '29

This advertising is built around the salesman; Clow & sons use individualized theme in business papers. G. A. Nichols. il Ptr Ink Mo 23:49-50 Jl '31

We quit asking our salesmen for advertising ideas. D. C. Miner. Ptr Ink 150:126+ Ja 9 '30

We want advertising ideas from our salesmen; Pennzoil company. O. W. Bennett. Ptr Ink 150:153-4 Ja 30 '30

Why have salesmen for advertised products? Ptr Ink 154:106+ Ja 8 '31

See also

Advertising portfolios

ADVERTISING and stockholders

Answering stockholders who question advertising. R. Dickinson. Ptr Ink 154:61-2+ Mr 26 '31

See also

Advertising—Stockholders, Appeal to

ADVERTISING appropriations

Add experimental to your advertising budget. A. Glim. Ptr Ink 152:79-80+ Ag 28 '30

Adequate budgeting—the cure for advertising appropriation worries. M. Harlan. Ptr Ink 149:3-4+ N 28 '29

Advertisers tell how they determined 1930 budgets; analysis of returns from survey of 501 national advertisers. Ptr Ink 154:93-4 Ja 29 '31

Advertising appropriation—a many-sided problem. Ptr Ink 157:69-70 O 29 '31

Advertising appropriation, how to determine it and how to administer it. A. E. Haase. 181p $3.50 Harper '31; Review. Adv & Sell 18:34+ N 11 '31

Advertising appropriations above a year ago. Bradstreet's 58:192 Mr 15 '30

Advertising appropriations and percentage of sales. Ptr Ink 154:138 Ja 8 '31

Advertising appropriations; how they are divided among media. Sales Management 24:121-52 sec 2 S 27 '30

Advertising bill comes in; tabulation. Automotive Ind 64:600 Ap 11 '31

Advertising costs per gallon drop as Coca-Cola appropriation soars. L. M. Hughes. il Sales Management 22:14-15 Ap 5 '30

Advertising points to better business. Ptr Ink 153:102 O 2 '30

Advertising ratio to sales highest in drug field, A.N.A. reports. Sales Management 25:198 Ja 31 '31

Advertising reserve—protector of the advertising investment. T. H. Blodgett. Ptr Ink 152:25-6+ Ag 7 '30

American Tobacco increases appropriation. Adv & Sell 15:61 Jl 9 '30

Analysis of some 1930 newspaper appropriations. Ptr Ink 155:28+ My 14 '31

Appropriation accounting problem. Ptr Ink 153:83-4 N 20 '30

A. N. A. members to spend $20,000,000 more in 1930. Sales Management 20:443-4 D 7 '29

ADVERTISING appropriations—*Continued*

Billions in surplus. R. Dickinson. Ptr Ink 154:33-4+ Mr 12 '31

Breaking down the appropriation. Ptr Ink 156:84 Jl 9 '31

Budgeting export advertising. C. P. Huntington. Adv & Sell 15:24+ My 28 '30

Cutting advertising costs without cutting the appropriation. Ptr Ink 157:10+ N 12 '31

Direct advertising appropriations bigger than ever for 1930. il Ptd Salesmanship 54:423-5+ Ja '30

535 concerns spent $220,545,000 in newspapers in 1929—A.N.P.A. report. Sales Management 22:70+ Ap 12 '30; Ptr Ink 151:120-1 Ap 17 '30

Five ways to make the advertising dollar buy more sales. K. Groesbeck. Ptr Ink 156:3-4+ Jl 2 '31

Gillette to appropriate $10,000,000 to advertise new razor. Ptr Ink 150:93 F 6 '30

Hill hits United discrimination with $667,800 more advertising. L. M. Hughes. Sales management 25:178-9 Ja 31 '31

How are present business conditions affecting direct advertising? Ptd Salesmanship 57:383-5 Jl '31

How can we make the most of our cut appropriation? W. Kelly. Ptr Ink Mo 22:39+ My '31

How companies in eight lines of business divide their printing appropriations. Ptd Salesmanship 56:437-8+; 57:40+ Ja, Mr '31

How light and power companies invest their advertising dollars. Ptr Ink 150:128+ Ja 30 '30

How much advertising is enough in these critical days? L. Skinner. Ptr Ink 156:33-4+ Ag 6 '31

How national advertisers determine the advertising appropriation. A. E. Haase. Ptr Ink 154:3-4+ F 5; 25-6+ F 12; 57-8+ F 19 '31

How shall we spend our 1930 budget for dealer helps? J. L. Scott. il Ptd Salesmanship 54:227-30+ N '29

How to administer an advertising appropriation. B. R. Canfield. il Ptd Salesmanship 58:21-3+ S '31

How to arrive at a bank advertising budget. P. E. Reed. Ptr Ink 151:84-5+ Je 19 '30

How to cut the advertising appropriation; constructive suggestions concerning certain destructive practices. C. B. Larrabee. Ptr Ink 150:3-4+ Ja 2 '30

How to determine the export advertising appropriation. F. Moeller. il Ptr Ink Mo 22:58+ Ap '31

How to determine the 1931 advertising appropriation. C. B. Larrabee. Ptr Ink 154:3-4+ Ja 1 '31

How to divide the bank's budget; F.A.A. splits costs for service. Sales Management 23:284 Ag 23 '30

Leading companies report increased sales and advertising plans for 1930. Sales Management 20:368 N 23 '29

Long or short term advertising commitments? A. M. Howe. Ptr Ink 155:3-4+ Je 11 '31

Lucky Strike sales at $200,000,000. L. M. Hughes. il Sales Management 23:132-3+ Jl 26 '30

Magazine advertising during 1929; dollar volume of expenditures, in excess of $1,000 by individual concerns, classified by industries. Sales Management 24:133-44B sec 2 S 27 '30

Making the same appropriation do more advertising work. R. W. Livingston. Ptr Ink 153:3-4 N 27 '30

Maximum volume in sales; economic analysis to fix sales and advertising expenses in terms of volume of sales. Elec W 95:982-3 My 17 '30

Mr Sloan goes on a trip. G. A. Nichols. Ptr Ink 153:68+ O 23 '30

Now—the five-year budget. I. I. Sperling. Bankers M 121:265+ Ag '30

150 leading magazine advertisers of 1930. Ptr Ink 154:17-20 Ja 22 '31; Same abr. Adv & Sell 16:38+ Ja 21 '31

Pacific Coast advertising policies, practices, and costs. Gas Age 68:301-2+ Ag 29 '31

Seventy-five big magazine advertisers—how they grew. W. Mann. Sales Management 21:566+ Mr 29 '30

658 companies spend more for direct advertising than all other forms. Ptd Salesmanship 57:115 Ap '31

Smaller advertiser fifteen years ago—and now. W. Mann. Sales Management 22:18+ Ap 5 '30

Stiff upper lip. H. B. Jones. Ptr Ink Mo 21:46+ O '30

This advertising manager has three budgets for 1931. Ptr Ink 155:46-7 Je 18 '31

Time has come for great advertising. F. L. Scott. il Adv & Sell 17:15-17 Jl 8 '31

Trimming the sails, say agency men, usually means trimming the sales. A. D. Deason. il Ptd Salesmanship 55:224-5+ My '30

Twenty-eight advertisers formed magazine million club in 1930. Sales Management 25:150 Ja 24 '31

20 per cent more for advertising, 25 per cent larger sales in 1930; Masonite corporation. G. A. Nichols. il Ptr Ink 153:17-20 D 4 '30

Two methods of deciding how much money to spend for advertising. B. R. Canfield. il Ptd Salesmanship 57:388-90+ Jl '31

Up or down on 1931 quotas? Twenty executives answer. Sales Management 24:380+ D 6 '30

We spend 88.7 per cent for space; advertising California's vacation-land. D. Thomas. il Adv & Sell 15:25+ Ag 6 '30

What about 1931 appropriations? B. R. Canfield. Ptd Salesmanship 56:15-17+ S '30

What advertisers will spend in 1931. Ptr Ink 153:58 O 23 '30

What 150 magazine advertisers spent in 1929 and 1928. Sales Management 21:168+ Ja 25 '30; Adv & Sell 14:26+ Ja 22 '30; Ptr Ink 150:25-6+ Ja 23 '30

What printing for 1931? J. L. Scott. Ptd Salesmanship 56:307-9+ D '30

What six large agencies report about advertising appropriations. Ptr Ink 150:26+ F 6 '30

When the advertising is stopped—what happens? Ptr Ink Mo 19:52+ D '29

Who sets the advertising appropriation? B. R. Canfield. Ptd Salesmanship 57:508 Ag '31

Why Pillsbury's advertising program is now largest ever; when export market lags, flour manufacturer fights all the harder for domestic sales. R. W. Clarke. il Ptr Ink 155:41-2+ Je 11 '31

Why the Thew shovel company prefers the percentage method. J. L. Beltz. Ptd Salesmanship 57:512+ Ag '31

Why we doubled our $750,000 advertising budget; the Hurley machine company. E. N. Hurley, jr. Ptr Ink 150:3-4+ Mr 6 '30

You have some things to sell. D. Knowlton. Burroughs Clearing House 14:17-20+ D '29

ADVERTISING artists

Interludes on exhibition. il Ptr Ink 154:90 Mr 12 '31

Is the lens ousting the brush? E. E. Calkins. Adv & Sell 17:19 Je 10 '31

Men of advertising art. T. Craven. il Ptr Ink Mo 22:31-3+ Je '31

Millions for artwork—but not one cent for copy; are artists overpaid—or copy writers underpaid? E. Prager. Ptr Ink 151:84+ Ap 3 '30

Painting foods offers an art problem all its own; interview with Carl Neher. A. Leinard. il Ptd Salesmanship 58:53-4+ S '31

René Clarke. L. Kelley. il Adv & Sell 15: sec 2[Adv Arts] 57-8, 61-2 Jl 9 '30

What Groucho says; sometimes a man with an up-to-date rep really is up to date. Ptr Ink 152:50+ S 11 '30

What is it you buy from an artist? A. Glim. Ptr Ink 150:49-50+ Ja 16 '30

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Erickson, Carl

ADVERTISING as a profession

After all, a young man should believe in something; reply to Stuart Chase on "integrity." P. Atkinson. Adv & Sell 15:30+ S 17 '30

Are you a member of the advertising profession? K. Groesbeck. Adv & Sell 15:28+ O 15 '30

ADVERTISING as a profession—*Continued*

Are you proud of being an advertising man? A. Glim. Ptr Ink Mo 21:33+ Ag '30
Breaking into advertising. A. Glim. Ptr Ink 153:75-6+ O 2 '30
Confessions of a copy writer. 238p Dartnell corp, Chicago; New York '30
Confessions of a copy writer. il Ptd Salesmanship 52:417-19+, 527-8+; 53:60+, 160-2, 246+, 348+, 443-4+, 538+; 54:66+, 164-6, 271-2+, 361-2+, 453-4+, 552-4+ Ja '29-F '30
Copy writer goes out to take some pictures. il Ptd Salesmanship 55:510+ Ag '30
Disadvantages of prestidigitation. R. K. Leavitt. Adv & Sell 15:44+ My 14 '30
Do you dare to test your knowledge of advertising? try a local campaign. A. Glim. Ptr Ink Mo 20:38+ Je '30
Does advertising need a Judge Landis? R. D. Mansfield. il Adv & Sell 16:30+ N 26 '30
Fifty reasons for a copy writer's going into the real estate business. P. Atkinson. Adv & Sell 15:25 S 3 '30
Fighting the terrible temptations of Adland. P. Sartorius. il Adv & Sell 15:28+ Je 11 '30
Five tips for copy apprentices which also serve as checks for journeymen. H. L. Bird. il Ptd Salesmanship 56:349-50+ D '30
Groucho gives some advice to a young job-hunter. Ptr Ink 152:99-100 Jl 3 '30
How I got my first copy-writing job. D. Marplaine. Ptr Ink 150:112+ Ja 30 '30
How to be a success though an advertising man! [satire]. M. Artzt. Ptr Ink 156:90-2 Ag 27 '31
How to get that first advertising job; some specific suggestions. G. P. Metzger. Ptr Ink 150:65-6+ Ja 16 '30
I believe. B. Barton and others. Adv & Sell 15:20-1 O 29; 16:26 N 12; 28 N 26; 28 D 10; 29+ D 24 '30; 42 Ja 7; 27 F 4; 27 Mr 18; 26+ Ap 1; 17:29 My 13; 30 Je 24; 28 Jl 8 '31
My ups and downs in advertising. S. R. Hall. Ptd Salesmanship 58:103-5+ O '31 (to be cont)
Rolling stone gathers no little moss. il Ptd Salesmanship 56:337-8+ D '30
So you want to be a copywriter. T. H. Thompson. Adv & Sell 15:32+ Ag 6 '30
Thanks for the ladder, Mr Metzger—but the rungs are greased. Ptr Ink 150:34+ Mr 6 '30
To a young man who wants to break into advertising. Adv & Sell 14:30+ D 25 '29
To become an account executive. A. Glim. Ptr Ink 153:49-50+ D 4 '30
University president takes ad men to a hilltop. G. Frank. Ptr Ink 151:160+ Ap 10 '30
What Groucho says when he makes a speech. Ptr Ink 155:41-2+ Je 4 '31
What young men about to enter advertising should know. Ptr Ink 150:141 Mr 13 '30
Where to start in advertising. A. Glim. Ptr Ink 153:25-6+ O 16 '30
You cannot robotize advertising. F. D. Roosevelt. Ptr Ink 155:44 Je 18 '31
Young man in advertising—where is he bound? R. Dickinson. Ptr Ink 149:33-4 D 5 '29
Young woman in advertising. Ptr Ink 151:74 Ap 3 '30

See also
Advertising agencies
Advertising artists
Advertising copy writers
Advertising ethics
Advertising managers
Advertising men

ADVERTISING associations

Advertising conventions seem to be growing up. G. A. Nichols. il Ptr Ink Mo 21:67-8 Jl '30
Associations and their functions. Sales Management 24:109-20 sec 2 S 27 '30

ADVERTISING campaigns

Advertising campaigns. B. Lichtenberg and B. Barton. 359p Alexander Hamilton institute, New York '30
Al Carbo-solve versus Kid Carbon bout sets off new Alemite campaign. D. G. Baird. Sales Management 21:478+ Mr 15 '30
Copy strategy marks Jell-well sectional newspaper campaign. il Ptr Ink 149:25-6 D 5 '29
80-year-old jewelry company starts a $250,000 campaign; J. R. Wood and sons, inc. A. H. Little. il Ptr Ink 152:69-70+ Ag 21 '30
Finding copy themes for the hard-to-advertise product; Vermont marble company. D. Gridley. il Ptr Ink Mo 20:52+ Ap '30
Finding new ways to improve an advertising campaign; the California fruit growers do it by suggesting new uses, changing copy in all mediums and experimenting with color. W. B. Geissinger. Ptr Ink 149:124-5 D 19 '29
Four mediums join to put over anniversary flour campaign. D. G. Baird. il Sales Management 24:420-1+ D 13 '30
How advertising overcame an oil burner's winter slump. R. H. Powers. Ptr Ink 150:41-2+ Ja 23 '30
How Bakelite creates a market for a new industrial product, door knobs. H. Kerkow. il Sales Management 20:367+ N 23 '29
How direct mail helped achieve world's largest electric range sale. P. Hinde. il Ptd Salesmanship 56:514+ F '31
How much family resemblance? A. Glim. il Ptr Ink Mo 23:29+ Ag '31
How Patapar made 1930 a biggest year; a wrap that made good in both home and factory. A. E. Graham. il Adv & Sell 16:29+ Ja 21 '31
Industrial campaign that did; New Departure ball bearings. A. Glim. il Ptr Ink 156:97-100 Jl 9 '31
Introducing a new pharmaceutical product. Oil Paint & Drug Rep 117:50-1 My 5 '30
Kraft breaks double-header drive; features intensive advertising. D. G. Baird. il Sales Management 21:244-5 F 8 '30
Launching a new product with a dramatic offensive; Standard Oil of Indiana. Ptr Ink 157:25-6 O 22 '31
Paragraph that made a campaign; United States cartridge company. W. B. Edwards. Ptr Ink Mo 23:66+ N '31
Putting on a double seven sales drive; Minnesota northern power company. C. McPherson. il Ptd Salesmanship 58:149-50 O '31
Seven sources of waste in advertising. A. Glim. Ptr Ink 152:126-8 Jl 17 '30
Studebaker stakes $1,000,000 on free wheeling—and wins! L. M. Hughes. il Sales Management 24:171+ N 1 '30
Two debatable questions for 1931; color versus black and white—advertisements versus campaigns. A. Glim. Ptr Ink 154:57-8 Ja 22 '31
$250,000 in one month to introduce the new Majestic refrigerator. D. Wanamaker. pls Ptd Salesmanship 56:316-18 D '30
Utility product catches step with style trends; E. I. DuPont de Nemours & company's paint. R. A. Hardy. il Sales Management 20:550-1 D 21 '29
Wanted: orchestra conductor to take position as advertising manager. A. H. Fairall. Ptd Salesmanship 55:235-6+ My '30
Why of Studebaker's million dollar advertising smash. A. R. Erskine. Ptr Ink 154:3-4 Mr 5 '31

Special weeks

National wool week. Textile World 80:1795, 1884-5 N 7-14 '31
Pepperell week breaks in New England; advertising policy changes to promote entire line. A. R. Hahn. il map Sales Management 21:290-1 F 15 '30
Special 10-day merchandising event in 5,500 drug stores breaks all records for Miller rubber company. H. D. Read. il Ptd Salesmanship 58:124-7+ O '31
Tripping along during trip week. Ptr Ink 153:105 O 23 '30
Wool week idea endorsed at Washington meeting. Textile World 80:676-7 Ag 22 '31

See also
Cotton trade—United States—National cotton week

Testing

How to test an advertising campaign. A. E. Haase. Ptr Ink 154:57-8+ F 19 '31

ADVERTISING campaigns—Testing—*Cont.*

Putting over a new item on an old product's prestige; Frostilla company brushless shaving cream. F. M. Shoemaker. il Ptr Ink 155:41-2+ Ap 30 '31

ADVERTISING cards

Appeal of street car advertising. M. Sykes. Comm & Fin 20:658 Ap 29 '31

Clever advertising idea. il Sheet Metal Worker 22:513 S 4 '31

New advertising medium developed for use in taxicabs. H. D. Read. il Ptd Salesmanship 57:32-3 Mr '31

Price advertising of another sort. Ptr Ink 151:28 Je 26 '30

Taxis become advertising medium; revolving illuminated card device. il Sales Management 25:374 F 28 '31

Thrift builder. 103p Bankers utilities co, inc. San Francisco '30

See also

Show cards

ADVERTISING characters

Don't be afraid to improve your trademark; Fisk time to re-tire boy. A. M. Howe. il Ptr Ink 150:10+ Mr 27 '30

May advertisers use cartoon character names as trade-marks? G. L. Bailey and B. L. Bailey. Ptr Ink 157:63-4 O 1 '31

Meet the wife; introducing—Mrs Santa Claus. S. H. Pittman. il Ptr Ink 153:97-100 N 27 '30

Phoebe Snow—not an obituary. Ptr Ink 154:39-40 Mr 12 '31

Popularity promotes Packard Pete. il Ptr Ink 156:72-3 Jl 9 '31

Seven things a trade-mark accomplishes; Janitrol. C. B. Phillips. il Ptd Salesmanship 56:506+ F '31

Should air acquaintance be forgot? Joe and Vi in Graybar advertising. il Ptr Ink 153:112-13 O 9 '30

Straight-at-you illustration. W. L. Larned. il Ptr Ink 151:140+ Je 12 '30

Ted the tester. il Ptr Ink 155:36 My 21 '31

Uneeda boy to do his bit for 1930 sales. B. A. Grimes. il Ptr Ink 150:26+ Ja 2 '30

Wondering Alice journeys through a campaign. il Ptr Ink 154:10+ Mr 19 '31

ADVERTISING clubs

Advertising club members have three duties. C. C. Younggreen. Ptr Ink 151:72 My 22 '30

Stimulating member attendance. Ptr Ink 152:152 Jl 17; 142 Ag 21 '30

ADVERTISING contracts

Make clear, complete contracts. R. Dudley. Inland Ptr 86:92 F '31

Verdict holds advertising manager is authorized agent. Ptr Ink 151:128 My 15 '30

ADVERTISING convention

Annual convention, 6th, Hastings, June 21-25. Electrician 104:817-18 Je 27 '30; Engineer 149:716-17 Je 27 '30

ADVERTISING conventions

More jolts for entertainment at advertising meetings; Audit bureau of circulations abolishes annual dinner; Direct mail association bans liquor as aid to selling. G. A. Nichols. Ptr Ink 152:25-6 S 25 '30

ADVERTISING copy

Advertise to prospects—not to competitors. W. A. McGarry. Ptr Ink 156:25-6+ S 3 '31

Advertisers who stick to their story. H. L. Bird. il Ptd Salesmanship 57:125-7+ Ap '31

Advertising adopts the comic strip technique; best balloons contain no brand names. B. Lorimer. il Adv & Sell 16:27+ Ap 1 '31

Advertising and advertising! C. Kyson. il Am Arch 139:48-9+ Ap '31

Advertising as imitation. W. Follett. Ptr Ink Mo 20:43+ Ap '30

Advertising ideas—how they are sometimes created. L. M. Cottin. Ptr Ink 153:104-5+ N 27 '30

Advice to and from an advertising neophyte. S. B. Judson. Ptr Ink 151:76+ Ap 10 '30

Amplifications and miscellanies. A. Glim. Ptr Ink 156:88-9 Ag 27 '31

And now concerning copy. Published irregularly in Advertising and selling

And the greatest of these is interest. W. E. McFee. Ptr Ink 151:147-8 Ap 24 '30

Basic slant—advertising's priceless ingredient. K. Groesbeck. il Ptr Ink 154:3-4+ Mr 19 '31

Brevity, originality, constructiveness make financial copy effective. F. Fuchs. Bankers Mo 47:13+ S '30

Build a golden moment into every advertisement; then be sure to seize it! A. Glim. Ptr Ink 154:33-4+ F 12 '31

Business of living—that's what interests people. I. N. Jelalian. Ptr Ink 150:97-8+ Mr 20 '30

Copy creed. H. L. Bird. Ptr Ink Mo 22:105 F '31

Copy-graphs. G. P. Metzger. Adv & Sell 16:27 N 26 '30

Copy is as copy does. W. Hill. Ptr Ink 156:33-4 Jl 23 '31

Copy? Jump into it! C. H. K. Curtis. il Ptr Ink Mo 20:31-2+ F '30

Copy man, spare that adjective. E. S. Green, jr. Ptr Ink 154:49-50+ F 5 '31

Copy technique in advertising. R. Surrey. 297p McGraw-Hill '30

Copy that clicks. A. Bradbury. il Ptr Ink 156:88+ S 3 '31

Copy writer's best style is to be just as unstylish as he can. J. B. Gray. il Ptd Salesmanship 57:476-7 Ag '31

Copy writer's only weapon, after all, is the English language. C. B. Trost. Ptd Salesmanship 55:448-50+ Jl '30

Copy writer's plight; put more sensation in today's advertising. C. C. Hopkins. Adv & Sell 15:24 O 29 '30

Courage, mon brave! iconoclasm in copy. B. Rowe. Ptr Ink Mo 22:58-9 Je '31

Customer loyalty isn't what it used to be; some do's and don'ts for your advertising. B. Flood. Adv & Sell 18:27-8+ N 11 '31

Cut down the copy block! M. A. Hasselmann. Ptr Ink Mo 23:39-40+ O '31

Debunking decade. C. L. Spier. Ptr Ink 155:81-3 My 21 '31

Delicate advertising story—how it can be told; what Lehn & Fink are saying to women about Formula L-F. W. D. Canaday. il Adv & Sell 17:27-8+ S 16 '31

Dialog needs action. F. S. Schenck. Ptr Ink 153:112+ D 4 '30

Don't be afraid to write "different" copy. I. S. Sims. Ptr Ink Mo 21:43+ Ag '30

Fifty-three ways to write an advertisement. R. Milbourne. Adv & Sell 14:22+ D 11 '29

Fighting the terrible temptations of Adland. P. Sartorius. il Adv & Sell 15:28+ Je 11 '30

Future of copy. S. K. Wilson. Ptr Ink Mo 20:39-40+ Mr '30

Get some harsh irritants in your copy, fellow! W. H. Morgan. il Adv & Sell 17:22-3+ S 2 '31

Gets advertising ideas from prospects; new Walco wrench. il Ptr Ink 156:17-19 Jl 30 '31

Hartford gas advertising fits the copy to the customer. H. C. Wilson. il Gas Age 67:825-7 My 30 '31

Has advertising become too professional? B. Rowe. Ptr Ink 149:3-4+ D 19 '29

Has advertising become too professional? advertising and selling by ritual. F. J. Reynolds. Ptr Ink 149:17-19 D 19 '29

Has advertising become too professional? institutional copy. D. G. Ritchie. Ptr Ink 149:10+ D 19 '29

Has copy improved in the last twenty years? N. Lewis. il Ptr Ink 153:17-20 D 25 '30

Have you a little Pegasus in your copy? M. Artzt. Ptr Ink Mo 21:88+ O '30

Have you a theme in your business? A. T. Lewis. Ptr Ink Mo 22:37-8+ Je '31

He never knew what bumped him off; Max Rittenberg of London has some fun with American advertising. il Ptr Ink 154:41-2 Ja 8 '31

Healthy objections in copy conferences. E. S. Green, jr. Ptr Ink Mo 22:41+ F '31

Hicks of Manhattan; an observation on who buys whisker dyes. R. Giles. Adv & Sell 15:21 Ag 20 '30

ADVERTISING copy—*Continued*

How old is the reading public? R. R. Updegraff. Adv & Sell 15:19-20+ S 17 '30
How scientific can copy writing be? L. D. H. Weld. Adv & Sell 16:17-19+ N 12 '30
How to criticize copy and layouts. A. Glim. Ptr Ink 150:109-10 Ja 23 '30
How to increase the pulling power of your advertisements. J. Caples. il Ptr Ink Mo 23:48+ Ag '31
How to write copy—in 3 short steps. K. M. Goode. Adv & Sell 16:24+ F 4 '31
I sent a message to the fish. G. P. Knapp. il Ptr Ink 150:33-4 Mr 13 '30
In copy it's nuance—ask Chesterfield. R. T. Warwick. il Ptr Ink 150:17-20 Ja 30 '30
Increasing volume by jumping the unit of sale; Utica sheets. J. W. Dunaway. il Ptr Ink 157:41-2+ O 15 '31
Inhibitions need not ravage copy. W. E. McFee. Ptr Ink Mo 21:118+ D '30
Insurance as a trade mark. D. C. Stowe. Spectator 127:7+ Ag 13 '31
Is advertising going "entertainment?" H. E. Lesan. il Ptr Ink 154:3-4+ Mr 12 '31
Is advertising too expert? J. R. Hunter. il Ptr Ink Mo 22:100+ Mr '31
It takes just one word to say "best," but maybe a thousand to prove it. R. Ruxton. il Ptd Salesmanship 55:61-2+ Mr '30
Lessons from radio programs; space advertising a medium of entertainment. B. I. Butler. il Ptd Salesmanship 57:37-8 Mr '31
Let the copy writer capitalize his hobby. J. K. Hildebrand. il Ptr Ink 150:109-10 Mr 13 '30
Let's stop psyching, and begin to sell! R. B. Simpson. il Ptd Salesmanship 57:401-3+ Jl '31
Linking art to argument. W. L. Larned. il Ptr Ink 157:92+ O 1 '31
Little salt on the tail of copy; short words vs. long words. G. P. Metzger. Ptr Ink 149:50+ D 12 '29
Mr. Copyman, page William James. J. H. Klingenfeld. Ptr Ink Mo 20:158 Mr '30
Modern advertisers are using 1916 mail-order ideas. H. L. Bird. il Ptr Ink 156:65-8 S 10 '31
Must advertising copy develop a new technique? W. L. Rech. il Ptr Ink 154:49-50+ Mr 5 '31
National advertisers, inc. entertainment specialists. H. S. Gardner. il Ptr Ink 154:17-20 Mr 26 '31
New Year resolutions of a reflective advertiser. T. Kane. Ptr Ink 150:41-2+ Ja 9 '30
Old Man Specific distributes some citations. M. K. Powers. il Ptr Ink 155:3-4+ Ap 16 '31
Old Man Specific in 1931. M. K. Powers. Ptr Ink 154:3-4+ Ja 29 '31
Our mid-Victorian copy writers. H. A. Howe. Ptr Ink Mo 19:39-40+ D '29
Over-smartness in advertising copy cuts down the returns from plain people. G. L. Price. il Ptr Ink 153:17-19 D 11 '30
Paragraphs for parents. F. E. Fehlman. il Adv & Sell 16:22-3+ Ja 21 '31
Perhaps the campaign demands an old-fashioned atmosphere. W. L. Larned. il Ptr Ink 156:92+ S 10 '31
Piece of copy from sentimental Tommy. E. S. Green, jr. Ptr Ink Mo 20:33+ Mr '30
Prepare for consumer scrutiny. H. W. Dickinson. Ptr Ink 150:72-3 Ja 30 '30
Professional advertising must not show its professionalism. T. H. Yull. Ptr Ink 150:149-50+ Ja 23 '30
Publishers do not fix the cost of space; but the agency's idea men do. R. Rubicam. Adv & Sell 14:19-20+ Ja 22 '30
Put buying reasons into advertising copy. A. Kudner. Ptr Ink 156:3-4+ Ag 20 '31
Putting punch in copy vs. punching competitors. W. B. Wisdom. Ptr Ink 151:114+ Ap 24 '30
Radio boys know a thing or two about copy. R. McKinley. Adv & Sell 15:24 Jl 9 '30
Research that makes advertising campaigns. R. Dickinson. il Ptr Ink Mo 23:33-4+ Ag '31
Sad story of the great depression; satire. M. Artzt. il Ptr Ink Mo 22:48-9+ Ap '31
Shall I write my copy up or down? A. T. Moore. il Ptd Salesmanship 56:150+ O '30
Six long days he labored—and brought forth this! copy for the sophisticated. A. R. Barkley. il Ptd Salesmanship 54:437-8+ Ja '30
Suitable caption goes here; copy writer states his side of the case. H. L. Bird. Ptr Ink 152:10+ Ag 7 '30
Taking the thesaurus ring out of copy. E. S. Green, jr. Ptr Ink 150:91-2 F 20 '30
Ten copy ailments and antidotes. C. A. Holcomb. Ptr Ink 156:110+ S 24 '31
Ten pitfalls in advertising's path; errors of character, immaturity and judgment. K. Groesbeck. Ptr Ink 156:3-4+ S 24 '31
This sales contest inspired the home office; Ambler asbestos shingle & sheathing co. D. C. Miner. il Ptr Ink 151:49-50 Ap 3 '30
Through the ear or through the eye? A. Glim. Ptr Ink 156:75-6 Ag 6 '31; Discussion (Shakespeare vs. Aesop Glim). I. M. Shafrin. 156:92-3 Ag 20 '31
Time has come for great advertising. F. L. Scott. il Adv & Sell 17:15-17 Jl 8 '31
To sell, perhaps you must first unsell. M. K. Powers. il Adv & Sell 18:30+ N 11 '31
Traffic cop copy. G. W. Freeman. Ptr Ink 150:65-6 Mr 13 '30
Trying to scale 5000-foot literary precipices with 4000-foot ropes. R. Ruxton. Ptd Salesmanship 54:237-8+ N '29
Twelve ways to test for sure-fire copy. K. M. Goode and C. Rheinstrom. Adv & Sell 16:23-4 Ap 29 '31
Unusual words as attention flaggers. Ptr Ink 151:153 Ap 24 '30
Way to address an intelligent audience. J: Benson. Ptr Ink 149:152+ N 28 '29
What makes an advertisement sell goods? D. Starch. il Adv & Sell 14:30+ N 27 '29
What twenty-one advertising men say about copy. Ptr Ink 150:150+ Mr 27 '30
What your reader reads out of it. A. Glim. Ptr Ink 152:130+ Ag 7; 25-6 Ag 14; 41-2+ Ag 21 '30
What's sauce for the goose—; tabloid vocabulary. S. K. Wilson. Ptr Ink 155:100 Ap 30 '31
When Bret Harte wrote copy for Sapolio. il Ptr Ink 156:60-1+ S 3 '31
When competitors use the same advertising theme; business-paper program introduces new ice cream freezer, and starts other campaigns. R. W. Clarke. Ptr Ink 156:96-7 Ag 27 '31
When good talking points lose their punch; Holmes & Edwards silver co. ties in with other national advertisers. C. B. Larrabee. il Ptr Ink 151:17-20 Ap 17 '30
When the president writes the copy, the reader turns the page. R. B. Lockwood. il Ptd Salesmanship 57:235-6+ My '31
When the words get in the way of the message. A. Glim. Ptr Ink 156:71-2 S 24 '31
Who's Mid-Victorian? L. M. Cottin. Ptr Ink Mo 20:39+ F '30
Why go so far afield? A. Glim. Ptr Ink 154:64-5+ Mr 5 '31
Why it is not clever to write clever ads. J. Caples. Adv & Sell 17:24-5 My 13 '31
Will Shakespeare at the copy desk. S. E. Kiser. il Adv & Sell 14:20 Ap 2 '30
Wine inside the bottle. H. McKee. Ptr Ink Mo 20:38+ My '30
Words nobody knows. W. Hill. Ptr Ink 155:77-8 Je 4 '31
Words we dare not use. P. Atkinson. Adv & Sell 15:24 Jl 23 '30
Writing advertising copy shatters a lot of fond illusions. il Ptd Salesmanship 56:429-30+ Ja '31
Writing copy from the outside-in. H. D. Taylor. Ptr Ink 150:120+ Mr 6 '30
Writing copy to the age-group that has arrived. F. E. Fehlman. il Adv & Sell 16:32+ Mr 18 '31
Writing the first paragraph. J. Caples. Adv & Sell 17:22-3+ Jl 22 '31
Yes, copy is too professional, but why? E. Wolff. Ptr Ink 150:49-50+ Ja 9 '30
You say I can cut the copy! A. Glim. Ptr Ink Mo 20:33+ Ap '30

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ADVERTISING copy—*Continued*

You say they won't read the copy! A. Glim. Ptr Ink Mo 19:33 D '29

See also

Advertisements—Headlines
Advertisements—Signatures
Advertisements—Testing
Advertisements, Humorous
Advertising—Psychology
Advertising ethics

Absurdity appeal

Is absurdity a good selling argument? R. Douglas. il Adv & Sell 15:41 O 15 '30

Bible quotations

Bible as an aid to copy writers. Ptr Ink 150:128 Ja 16 '30

Color appeal

Advertising color in black and white. Ptr Ink 152:100 Jl 10 '30

Utility product catches step with style trends; E. I. DuPont de Nemours & company's paint. R. A. Hardy. il Sales Management 20:550-1 D 21 '29

See also

Color in advertising

Comfort appeal

Comfort as a salesman. M. K. Powers. il Ptd Salesmanship 55:487-9+ Ag '30

Competitive copy

See Advertising ethics

Craftsmanship appeal

Sells product without profit to keep workers employed; Hardman, Peck pianos. B. A. Grimes. Ptr Ink 154:95-6 Ja 29 '31

Demonstrations and tests

Combining demonstration with testimony; campaign for Rutland roof coating is aimed at both jobbers and consumers. A. W. Perkins. il Ptr Ink 156:25-6+ Jl 9 '31

GE refrigerator spring campaign dramatizes its water test. il Ptr Ink 151:10+ Ap 24 '30

How Loma opened a new national market. il Ptr Ink 151:10+ My 8 '30

Lawyers and business writers win cases through evidence and testimony. R. Ruxton. Ptd Salesmanship 54:447-8+ Ja '30

Prove it; demonstrations in advertising and sales work. D. Masson. il Ptr Ink 149:185-6+ D 12 '29

This is the glue makers' story—and they'll stick to it; empty paper box went around the world. P. H. Erbes, jr. il Ptr Ink 156:36+ S 3 '31

Dramatic quality

Dramatizing dull products. J. Caples. il Adv & Sell 17:24-5 Jl 8 '31

Dressing up the prosaic business-paper message; Ozite carpet cushion. G. A. Nichols. il Ptr Ink 156:55-6 Jl 30 '31

"Feelers" tell a bedtime story in new mattress campaign. il Ptr Ink 157:10+ O 1 '31

Finding the dramatic angle when building sales pieces. D. H. Colcord. Ptd Salesmanship 55:240+ My '30

Is advertising going theatre? D. E. Libby. il Adv & Sell 15:19-20+ O 1 '30

Emotional appeal

Buy something from somebody! il Ptr Ink 152:85-6 Jl 24 '30

Plea for emotion in copy. S. H. Birchall. il Adv & Sell 17:24-5+ S 16 '31

Reasons why emotional copy still pays. J. Wallen. il Ptr Ink 154:25-6+ F 26 '31

Fashion appeal

Are men interested in style? F. E. Fehlman. Ptr Ink Mo 20:46+ Je '30

Bigelow-Sanford promotes dealer style service in fall campaign. H. Kerkow. Sales Management 24:136 O 25 '30

Cigar advertiser stresses style. il Ptr Ink 149:76 N 28 '29

East Side store draws the avenue trade; Gimple, Buffalo, N. Y. R. K. Doran. il Ptd Salesmanship 55:257-8+ My '30

Five to one—styling does it again; Scranton lace co. D. Gridley. il Ptr Ink Mo 21:112+ O '30

Hart Schaffner's spot news advertising campaign. C. L. Speed. Sales Management 20:404-5+ N 30 '29

Johnston & Murphy seeks shoe volume through style program. C. Overman. il Sales Management 22:438+ Je 7 '30

Madame Galosh. T. Young. il Ptr Ink Mo 22:58+ Mr '31

Men's styles begin to rival women's in news value. E. R. Richer. il Ptd Salesmanship 58:49-50+ S '31

New day for manufacturers of women's apparel. I. S. Sims. il Ptr Ink Mo 19:34-5+ D '29

Noted doctors strike before-and-after pose; Chicago clothiers style booklet. H. D. Read. il Ptd Salesmanship 56:18-19 S '30

Perils of selling style. J. L. Williams. Adv & Sell 14:40 F 5 '30

Scranton lace campaign features period designs. il Sales Management 25:452 Mr 14 '31

Staple manufacturer introduces a style line; Belding Heminway Safari prints. F. Suhr. il Sales Management 20:546-7+ D 21 '29

Staple product crashes the gate of fashionable society; Daniel Green slippers. H. Kerkow. il Sales Management 21:200-1 F 1 '30

Styling—a guide for advertising, sales and production. H. D. Brown. il Ptr Ink Mo 21:31-2+ Ag '30

Suit sales soar when one shade is singled out for plugging. E. R. Richer. il Ptd Salesmanship 57:217-18 My '31

Wilson brothers trade up in the face of declining prices. J. L. Scott. il Ptd Salesmanship 57:191-3+ My '31

Fear appeal

Impudent advertising. M. Muldoon. Ptr Ink 156:12 S 24 '31

Many famous products owe their success to fear copy. G. Seagrove. il Ptd Salesmanship 55:113-16+ Ap '30

Sugar-coating the fear appeal; insurance copy. il Ptr Ink 151:80+ Ap 24 '30

What motivates the savings? R. L. Groves. Burroughs Clearing House 15:14 Mr '31

Health appeal

Brand-new appeal for food copy writers. D. Henderson. Adv & Sell 14:32 Ap 30 '30

Does Groucho eat to live or live to eat? taste vs. health as a copy appeal. A. C. Hayward. Ptr Ink 150:153-4+ Ja 2 '30

M. D. and the advertiser get together on health copy. H. E. Lesan. Ptr Ink 151:57-8+ Ap 10 '30

We can't curb production—so we are increasing consumption; Western lettuce growers national co-operative advertising campaign. C. B. Moore. Ptr Ink 154:80-1+ Ja 8 '31

Wrigley becomes a reason-why advertiser. il Ptr Ink 156:10+ Jl 9 '31

Historical appeal

British advertisers turn back the pages of history for copy themes. F. McVoy. il Ptd Salesmanship 55:440-1 Jl '30

How advertising made an outcast product an aristocrat; white pine. R. Forde. il Ptr Ink Mo 20:67-8+ Je '30

Romance of old Virginia introduced to the advertising public. A. Dow. il Ptr Ink Mo 21:122+ Jl '30

Human interest appeal

Business of living—that's what interests people. I. N. Jelalian. Ptr Ink 150:97-8+ Mr 20 '30

Finding a new advertising idea for the limited sales story. il Ptr Ink 151:129-30+ Je 26 '30

Human interest advertising theme increases sales of laundry service. J. P. Daiger. il Ptr Ink Mo 20:49+ F '30

Human interest campaign to sell investments. R. E. Ross. il Bankers M 120:487-90 Ap '30

ADVERTISING copy—Human interest appeal —*Continued*

Real laboratory flavor in this syrup advertising; Bill Heer, taster extraordinary. R. W. Clarke. il Ptr Ink 153:25-6+ O 2 '30

This advertising is built around the salesman; Clow & sons use individualized theme in business papers. G. A. Nichols. il Ptr Ink Mo 23:49-50 Jl '31

Language

Advertiser has the nerve to risk French copy—and triples sales. H. Kerkow. il Sales Management 21:298+ F 15 '30

Love interest

Love interest in advertising. O. Graeve. Ptr Ink 151:137-8+ Je 19 '30

Negative appeal

Bogey man vs. Santa Claus. J. Wood. Ptr Ink 152:78+ Ag 7 '30

Do you really know why your product is bought? Vantine's incense. il Ptr Ink 151: 133-4 My 15 '30

Happy ending means more sales. A. Glim. Ptr Ink Mo 22:36+ Mr '31

What kind of people are we, anyway? H. Howard. Ptr Ink Mo 20:43+ My '30

When the appeal is negative—edit the illustration wisely. W. L. Larned. il Ptr Ink 152:110-12+ Ag 28 '30

Where to use negatives and where not to use them. A. R. Hopper. il Ptd Salesmanship 56:138+ O '30

News interest

Get a grip on the gossiper. H. B. LeQuatte. Ptr Ink 149:41-2+ N 28 '29

Pleasure appeal

Appeal to pleasure. L. Fairman. il Ptd Salesmanship 56:207-9+ N '30

Price appeal

Advertising that dramatizes 1931 values. Ptr Ink 154:69 F 26 '31

Are price and quality strange bedfellows? R. B. Reed. Ptr Ink Mo 23:27-8+ S '31

Can branded staples compete with the chains' private brands? M. M. Zimmerman. Ptr Ink 155:3-4+ My 28 '31

Does price sell business books? M. Droke. Adv & Sell 15:38 O 15 '30

How price competition destroys a specialty market. L. R. Boulware. Sales Management 25:494-5+ Mr 21 '31

How the Van Heusen price change was effected. Ptr Ink 156:75-6 Ag 20 '31

Meeting a price situation with more advertising. Ptr Ink 152:136-7 Jl 3 '30

Nation-wide newspaper drive doubles Eureka vacuum sales. F. Wardell. il Sales Management 24:374-5+ D 6 '30

Oversold price and undersold quality. A. L. Carmical. Sales Management 25:330+ F 21 '31

Price advertiser takes offensive against bargain advertising. il Ptr Ink 153:44 O 16 '30

Price strategy; its place among the advertising appeals that make people buy. E. T. Gundlach. il Ptd Salesmanship 55:303-6+ Je '30

Read our competitors' ads—R. H. Macy. E. R. Freeman. Adv & Sell 17:24+ O 14 '31

Where will the retail price war end? Ptr Ink 157:10+ O 8 '31

Price quoting

East is East and West is West in catalog prices. Ptr Ink 157:53-4 N 12 '31

Should list prices be included in the machinery catalog? Ptr Ink 154:107-8 Ja 29 '31

Should manufacturers mention price in consumer advertising? E. B. Weiss. Ptr Ink 153:17-20+ N 27 '30

Why doesn't your advertising tell us the price? R. J. Nash. Ptr Ink 153:134+ D 4 '30

Why retailers persist in featuring price in their advertising. C. Wagener. Ptr Ink 150: 25-6+ Ja 16 '30

Pride appeal

Selling pride of first ownership; trademark for diamonds. il Ptr Ink 155:112+ Je 18 '31

Tale of the president's buggy; how Sherwood Anderson once worked out a novel variation of the pride appeal. W. T. Laing. il Adv & Sell 15:34+ Jl 9 '30

Pseudo-science

Pseudo-scientific copy gets a straight-arm jolt; canners and wholesale grocers. Ptr Ink 150:65-6 Ja 30 '30

What advertising crimes are committed in the name of science! A. R. Barkley. il Ptd Salesmanship 57:34-6 Mr '31

Quality appeal

Are price and quality strange bedfellows? R. B. Reed. Ptr Ink Mo 23:27-8+ S '31

Elgin advertising to glorify machine methods. il Ptr Ink 155:83 Ap 9 '31

Future of chain store advertising. A. H. Morrill. Ptr Ink Mo 22:31-2+ Mr '31

How an English candy maker successfully sells quality. F. McVoy. Sales Management 23:266 Ag 16 '30

How Studebaker gets an atmosphere of quality into its direct mail. M. F. Rigby. il Ptd Salesmanship 55:207-9+ My '30

Increase the price and quality and stimulate sales. il Ptr Ink 149:96+ D 5 '29

Let's do something about private brands. L. C. Lockley. il Adv & Sell 17:17-18 Je 24 '31

Selling perfume without foreign atmosphere. C. G. Muller. Ptr Ink 152:109-10+ Ag 21 '30

We are changing our industry's buying practices; Earl-Glo eight by two plan. L. Iason. il Ptr Ink 155:33-4+ Ap 16 '31

When a competitor cuts his prices? C. McPherson. il Ptd Salesmanship 58:24-6 S '31

Wholesaler starts national campaign on three private brands after sixty-eight years of no advertising; Sprague, Warner & company. il Ptr Ink 152:26-8 Ag 28 '30

Reason appeal

Needed: more reason-why copy for luxury products. H. H. Raynor. Ptr Ink 150:10+ Ja 16 '30

Reason why or urge to buy? H. S. Gardner. Ptr Ink 154:17-20 F 12 '31

Reasons why for the revival of "reason why" copy. K. Groesbeck. il Ptr Ink 154:3-4 Ja 15 '31

Where I find the reasons for appeal-to-reason copy. C. C. Hopkins. Ptd Salesmanship 54:323-5+ D '29

Revision

Why copy writers die young. Ptr Ink 152:86+ Jl 31 '30

Writing the bond circular. J. F. Doyle. Bankers M 122:29-31 Ja '31

Safety appeal

Let safety help sales. C. S. Crummett. Nat Safety N 24:30+ Ag '31

Seals of acceptance

Medical association becomes food jury. Adv & Sell 17:32 Je 24 '31

Trained seals in advertising. P. H. Erbes, jr. Ptr Ink 155:10+ My 28 '31

Self improvement appeal

How can we improve the appeal to self-improvement? C. D. Murphy. il Ptd Salesmanship 54:519-22+ F '30

Senses appeal

Those Texaco listen dogs. G. W. Vos. il Ptr Ink 155:10+ Ap 9 '31

Service appeal

Case histories as an industrial copy appeal; Russell, Burdsall & Ward are merchandising an engineering service. E. Peterson. il Ptr Ink 156:60-1 Jl 16 '31

Sex appeal

Some ground rules for sex-appealing. A. Glim. Ptr Ink 156:104-6 Jl 23 '31

ADVERTISING copy—*Continued*

Social appeal

Advertising that champions a cause. B. Lorimer. il Adv & Sell 16:24-5+ F 18 '31

Economics as advertising copy; the Pusey & Jones corporation. il Ptr Ink 156:41-2 Jl 9 '31

Industrial relations plan furnishes copy angles; Standard oil company of New York. Ptr Ink 154:93 F 26 '31

Putting it up to the automobile industry. C. Ackerman. Adv & Sell 18:34 N 11 '31

Specialization

Doing a complete job in specialized media; Armstrong cork company. D. Gridley. il Ptr Ink Mo 21:41-2+ S '30

Teaser copy

Teaser copy attains full page dignity; Fisk tires. il Ptr Ink Mo 20:145-6 F '30

Watch for our announcement. A. Glim. Ptr Ink 154:41-2+ Mr 12 '31

Testimonials

Best sales-letter argument. R. Collier. System 59:365+ My '31

Combining demonstration with testimony; campaign for Rutland roof coating is aimed at both jobbers and consumers. A. W. Perkins. il Ptr Ink 156:25-6+ Jl 9 '31

Consumer test provides Westinghouse with advertising angles. R. H. Bolin. il Ptr Ink 155:64-5+ My 28 '31

Fidelity bond posted by trackage chain to win public confidence. R. B. Stafford. il Nat Pet N 23:57+ S 2 '31

Giving real authenticity to the testimonial; Silver King golf ball series quoting well-known golfers. il Ptr Ink 152:10+ Jl 31 '30

How proper testimonials assist gas company advertising. N. B. Terry. il Gas Age 67: 565-7+ Ap 18 '31

I believe. R. Tinsman. Adv & Sell 16:28+ D 10 '30

Inside of the testimonial racket. Adv & Sell 16:20-1+ Ja 7 '31

It was a racket in 1889. L. W. Batten, Jr. Ptr Ink 156:20 S 10 '31

Let the contented policyholder tell them. Spectator 124:31 Ap 17 '30

Letter to the President of Lever bros. Adv & Sell 17:28-9+ My 27 '31

Localized farm campaign based on 5,000 testimonials; the American agricultural chemical company. B. A. Grimes. il Ptr Ink 157: 25-6+ N 12 '31

Memo to Mr George Washington Hill. E. Whitmore. il Ptd Salesmanship 58:30-1+ S '31

$1,000. il Adv & Sell 16:21 Ap 1 '31

Paid testimonial ban has sweeping implications. Business Week p 8 F 5 '30

Shall we banish real people from advertisements? G. Carson. Ptr Ink Mo 21:54+ Ag '30

Speaking of socks—and the sock market; new Realsilk campaign combines entertainment and testimonial. il Ptr Ink 156:10+ Ag 13 '31

Sporting goods trade acts on paid testimonials. Ptr Ink 151:84 My 15 '30

Testimonial advertising to date. E. E. Calkins. Adv & Sell 15:18 S 17 '30

Testimonial technique of forty years ago. R. Giles. il Adv & Sell 15:22-3+ O 1 '30

This testimonial kit helped increase sales 225 per cent. K. Magers. il Ptr Ink 153:75-6 N 27 '30

Trade commission jumbles the testimonial puzzle. Ptr Ink 150:49-50+ Ja 30 '30

Two mail campaigns that clicked with architects and builders. J. F. Kerwin. il Sales Management 24:419+ D 13 '30

Using customers to close sales. C. N. Tunnell. Am Gas J 135:61-2 S '31

Wachovia bank and trust company of North Carolina tries the testimonial. Bankers M 122:819-21 Je '31

Why Consolidated Gas is using testimonials. R. Daniels. il Ptr Ink 150:106+ Mr 6 '30

Thrift appeal

Another group of savings banks re-sells the idea of saving. R. Daniels. il Ptr Ink 150: 166+ F 27 '30

This decade of savings advertising; abstracts. G. W. Cooke. Comm & Fin Chr 131:1820 S 20 '30; Bankers M 121:559-61 O '30; Trust Companies 51:370-1 S '30

Touch appeal

Our sublimated fifth sense. E. Arens. il Adv & Sell 16:sup [Adv Arts] 27-34 Mr '31

Use appeal

Cooking utensils, automobiles, towels and air rifles. Ptr Ink 151:96 Je 19 '30

Diversification? Why not try it on the market? A. H. Little. Ptr Ink 152:49-50+ Jl 10 '30

Even freight cars must be advertised; General American tank car corporation. M. Epstein. il Ptr Ink 154:117-18+ Mr 5 '31

Gold Dust returns to the advertising fold. il Ptr Ink 151:104+ My 1 '30

Making a hundred-year-old product speak for itself. il Ptr Ink 150:117 Mr 20 '30

Performance copy and its place in industrial campaigns. R. B. Lockwood. il Ptd Salesmanship 57:495+ Ag '31

Stamps on ice, Duco on dice, unusual use of a product is interesting. il Ptr Ink Mo 23: 88+ O '31

What does the consumer think? G. A. Nichols. Ptr Ink 156:3-4+ Jl 9 '31

Why Armstrong is advertising a basic material—cork. D. Gridley. il Ptr Ink 151: 49-50+ Je 19 '30

ADVERTISING copy writers

Artists and copy writers mingle but rarely mix. il Ptd Salesmanship 54:361-2+ D '29

Careful vs. fluent writing. R. B. Lockwood. il Ptd Salesmanship 58:40-2 S '31

Confessions of a copy writer. il Ptd Salesmanship 52:417-19+, 527-8+; 53:60+, 160-2, 246+, 348+, 443-4+, 538+; 54:66+, 164-6, 271-2+, 361-2+, 453-4+, 552-4+ Ja '29-F '30

Copy writer—know thy product—and its market. J. W. Mason. Ptr Ink 151:129-30 My 8 '30

Copywriter makes 50 new year resolutions; satire. P. Atkinson. Adv & Sell 16:36+ Ja 7 '31

Copy writer—model 1980. F. E. Russell. il Ptr Ink Mo 21:39-40+ N '30

Copy writers need their cloak of anonymity. J. Wood. Ptr Ink 150:44 F 20 '30

Dear Eddie—some friendly advice to a young copy writer. Adv & Sell 16:30+ N 12 '30

English copywriter's philosophy. G. Russell. Adv & Sell 17:30+ Ag 19 '31

Force copy inspirations—don't wait for them. H. D. Taylor. Ptr Ink 157:100+ O 8 '31

Four illusions no copy writer can afford. A. T. Moore. il Ptd Salesmanship 55:412-14 Jl '30

Get all the facts—then swing the axe! L. G. Sherman. Ptr Ink 151:122+ Ap 10 '30

Glorifying the American copy writer. J. H. Woods. Ptr Ink 150:121-2+ F 13 '30

How I write copy. F. I. Fletcher. Adv & Sell 16:17-18 Ap 29 '31

How much should a copy writer know about the product? R. K. Leavitt. Ptr Ink 150: 120+ Mr 27 '30

How to select a new copy writer. J. P. Daiger. Ptr Ink Mo 23:29+ S '31

I prefer knowing my consumer to knowing my product. A. T. Moore. Ptr Ink 151:57-8 Ap 17 '30

If you want to write copy. A. Glim. Ptr Ink 153:97-8+ N 20 '30

Inspiration versus saturation. A. Glim. Ptr Ink 156:81-2 S 10 '31

Meet Mencken's little boy. H. W. Dickinson. Ptr Ink 149:117-18 D 19 '29

Millions for artwork—but not one cent for copy; are artists overpaid—or copy writers underpaid? E. Prager. Ptr Ink 151:84+ Ap 3 '30

Old ad book fiend. E. S. Green, jr. Ptr Ink 156:10+ S 3 '31

Passing of the third floor hack. G. Toogood. Adv & Sell 17:21-2+ Je 24 '31

ADVERTISING copy writers—*Continued*

Pound the sidewalks before pounding the typewriter. Ptr Ink 157:133 O 1 '31

Should copy writers sign their copy? M. Artzt. Ptr Ink 150:61-2+ Ja 23 '30; Discussion. G. W. Freeman. 150:84-5+ F 27 '30

Should the copywriter specialize in age-groups? J. Rorty. Adv & Sell 16:36+ Mr 4 '31

So you want to be a copywriter. T. H. Thompson. Adv & Sell 15:32+ Ag 6 '30

Some copy writers know too much about the product. M. S. Cagan. Ptr Ink 151:33-4 My 1 '30

Three things a copy writer needs to know about style. A. T. Moore. il Ptd Salesmanship 57:136+ Ap '31

What Groucho says. Ptr Ink 152:59-60 Ag 21 '30

What simp wrote that goulash? L. G. Sherman. Ptr Ink 150:101-2+ Ja 2 '30

Why business men cannot write copy. K. M. Goode. Adv & Sell 17:19 S 2 '31

Write it with a "whoosh"—read it with a "humph." E. S. Green, jr. Ptr Ink 151:10+ My 22 '30

Writing copy to the age-group that has arrived. F. E. Fehlman. il Adv & Sell 16:32+ Mr 18 '31

You've got to get hot to write good copy. J. Caples. il Adv & Sell 17:26-7 Ag 19 '31

Records

Schedule-sheet for the copywriter. D. L. Teilhet. Adv & Sell 17:30+ Je 10 '31

ADVERTISING cut-outs

Happy-go-luckies. il Ptr Ink 151:42 My 8 '30

Taxicab magnates take up candy bar business as sideline. R. H. Hite. il Ptd Salesmanship 55:307-8 Je '30

ADVERTISING departments

Can the advertising department be taken off the pay-roll? P. B. West. Ptr Ink 156:3-4+ Jl 30 '31

How to organize advertising and sales promotion departments. B. R. Canfield. Ptd Salesmanship 57:300-3+ Je '31

New services advertising can render. B. Chapple. Sales Management 22:254 My 10 '30; Same. Ptr Ink 151:137-8 My 8 '30

Superfluity of cooks; does the advertising department or the purchasing department do the buying? Ptr Ink 150:128 Ja 23 '30

Taking the lid off the advertising department: Armstrong cork co. J. M. Campbell. il Adv & Sell 17:20-1+ S 2 '31

What the salesman wants from the advertising department. W. H. Gardner. Ptr Ink 149:168-9+ D 12 '29

Records

Controlling a national advertising campaign; Johns-Manville corp. J. Mack. il Ptr Ink Mo 21:100+ Jl '30

Helpful records for sales promotion departments. C. M. Dahl. Ptr Ink Mo 20:64+ My '30

Simple records for an advertising department. A. E. Haase. Ptr Ink Mo 22:44-6+ Ja '31

ADVERTISING ethics

Advertise to prospects—not to competitors. W. A. McGarry. Ptr Ink 156:25-6+ S 3 '31

Advertising must build on service, not exploitation. K. M. Goode. Adv & Sell 14:25-6+ F 19 '30

Advertising's lunatic fringe. C. M. Chester, jr. Ptr Ink 155:101-2 Je 18 '31

A.N.D.R.—another slap at unethical advertising. J. T. Hanks. il Ptr Ink Mo 21:46+ N '30

Are people losing faith in advertising? G. A. Nichols. Ptr Ink Mo 23:43+ O '31

Are toilet goods advertisers going too far? E. Forker. Adv & Sell 16:26 Ap 29 '31

Calls for show down on competitive copy. Ptr Ink 157:105 O 29 '31

Calls on advertising to battle the competitive copy scourge. F. Braucher. Ptr Ink 155:65-6 My 7 '31

Chemical refrigerator interests warned against unfair advertising. Refrig W 66:16-17 F '31

Collateral advertising in relation to state food and drug laws. I. L. Miller. Oil Paint & Drug Rep 116:21+ N 18 '29

Comparisons become invidious in rivalry for tire market. Business Week p9 Ap 22 '31

Cremo cigar campaign attacked by National better business bureau. Adv & Sell 14:23-4+ F 19 '30

Dentists willing to endorse ethical dentifrice advertisers. Ptr Ink 150:161-2 F 13 '30

Ethical problems of modern advertising. 134p $2 Ronald press '31

Ethics of publishers' advertising. E: L. Smith. Publishers Weekly 116:2520-4 N 23 '29

Everything from a ratskin to a ranch. E. S. Whitman. Ptr Ink 152:20 S 11 '30

Groucho believes in advertising ethics. Ptr Ink 151:84 My 1 '30

How far I can go with George Hill. C. C. Hopkins. Adv & Sell 14:20 Ap 30 '30

How long shall we continue to manhandle newspaper copy? K. Collins. il Adv & Sell 15:34+ My 28 '30

How much unethical medical advertising in today's newspapers? Adv & Sell 16:80 N 12 '30

I believe. B. Barton. Adv & Sell 15:20-1 O 29 '30

Let advertising police itself. Ptr Ink 157:10+ N 5 '31

M. D. and the advertiser get together on health copy. H. E. Lesan. Ptr Ink 151:57-8+ Ap 10 '30

Making truth in advertising pay. E. E. Calkins. Adv & Sell 17:19 Ag 5 '31

Montgomery Ward and Firestone fling ink. Ptr Ink 155:33 Ap 9 '31

Must the buyer of advertised goods beware? J. Van Gelder. Ptr Ink 151:72-3 Ap 17 '30

National better business bureau reports on cigar advertising. Ptr Ink 150:116 F 13 '30

National better business bureau vs American tobacco, et al. Ptr Ink 150:65-6 F 27 '30

Oh, that's just an advertising argument. E. B. Self. Ptr Ink 156:17-20 Ag 6 '31

Pity the poor idea-man; imitation of advertisements. D. L. Teilhet. il Adv & Sell 14:22+ D 25 '29

Putting punch in copy vs. punching competitors. W. B. Wisdom. Ptr Ink 151:114+ Ap 24 '30

Read our competitors' ads—R. H. Macy. E. R. Freeman. Adv & Sell 17:24+ O 14 '31

Restrain your advertising—or it will be restrained for you. E. Forker. Ptr Ink 155:89-90 Ap 30 '31

76 copywriters can't be wrong! D. L. Teilhet. il Adv & Sell 16:42 Mr 18 '31

Stores sign up for fair play. Ptr Ink 157:88 O 29 '31

Sure, knock your competitor's advertising—but fight fair. S. O. Landry. Ptr Ink 151:10+ Ap 3 '30

Tires throwing mud. il Adv & Sell 17:20-1 Je 10 '31

Truth versus advertising. H. H. Bunzell. Science 73:286 Mr 13 '31

Uncle Sam eyes health claims for foods. P. B. Dunbar. il Adv & Sell 14:34+ Ja 22 '30

University president takes ad men to a hilltop. G. Frank. Ptr Ink 151:160+ Ap 10 '30

War on unethical advertisers is advanced. Ptr Ink 150:109-10 F 27 '30

We have lied too long. K. Collins. Adv & Sell 17:28 Je 24 '31

Well-chosen spitballs of M. Georges Duhamel; an observant Frenchman sees American advertising. P. Hollister. il Adv & Sell 15:28+ S 17 '30

See also

Advertising, Fraudulent

ADVERTISING federation of America

Advertising conventions seem to be growing up. G. A. Nichols. il Ptr Ink Mo 21:67-8 Jl '30

Annual convention, 26th, Washington, D.C. Ptr Ink 151:41-2 Ap 24; 65-6+ My 22; 25-6+ My 29 '30; Adv & Sell 15:82 My 28 '30; Sales Management 22:356-7+, 384-6 My 24-31 '30

ADVERTISING federation of America—*Cont.*

Annual convention, 27th, New York. Ptr Ink 155:25-6+ Je 18 '31; Sales Management 26: 463-4 Je 20 '31; Adv & Sell 17:19-20 Je 24 '31

Snapshots from the A.F.A. convention. Ptr Ink 155:60-1+ Je 25 '31

ADVERTISING literature

How the manufacturer can help the librarian. E. N. Simons. Assn of Sp Lib & Inf Bur Proc 1931:22-30

See also

Advertisements—
Books and booklets

ADVERTISING managers

Advertising—the vital force in the plastic molding industry and some of its directors. Plastics 6:632-3+ N '30

Are advertising managers rolling stones? B. R. Canfield. Ptd Salesmanship 56:501-3+ F '31

15 advertising executives define the requirements of their jobs. B. R. Canfield. Ptd Salesmanship 57:105-8+, 194-6+ Ap-My '31

How to organize advertising and sales promotion departments. B. R. Canfield. Ptd Salesmanship 57:300-3+ Je '31

Technical ability not essential in an advertising manager. F. Juraschek. il Ptr Ink Mo 21:37+ O '30

ADVERTISING manuals

How good should an advertising manual be? P. J. Kelly. Ptd Salesmanship 55:415+ Jl '30

ADVERTISING mediums

Advertising appropriations; how they are divided among media. Sales Management 24:121-52 sec 2 S 27 '30

Advertising media of tomorrow. A. Glim. Ptr Ink Mo 21:33+ S '30

Angles on space buying. R. Dickinson; E. C. Norris and others. Ptr Ink 153:34+ D 11; 28 D 18; 68 D 25 '30; 154:36 Ja 1; 59 Ja 8; 97-8 Ja 15; 76 Ja 22; 72 Ja 29; 87-8 F 5; 64 F 12; 73 F 19; 67-8 Mr 12; 155:132 Ap 2; 26 Ap 16; 97 Ap 23; 52 Ap 30; 87-8 Je 11; 56 Je 18; 156:36 Jl 9; 35-6 Jl 16; 48+ Ag 13; 66+ Ag 27 '31

Bigger, but not better, circulations. Ptr Ink 156:44+ Jl 30 '31

Business paper advertising as a business force. R. B. Lockwood. il Ptd Salesmanship 57:417+ Jl '31

Buying space by fact, not fancy. O. C. Harn. Adv & Sell 15:20-1+ My 28 '30

Buying space in 1929. H. F. Clark. Adv & Sell 14:24 N 27 '29

Circulation and rates. Sales Management 24: 225-73 sec 2 S 27 '30

Copy censorship serves all advertising. W. E. Boberg. Ptr Ink 151:72-3 My 22 '30

Doing a complete job in specialized media; Armstrong cork company. D. Gridley. il Ptr Ink Mo 21:41-2+ S '30

Give the envelope a bigger advertising job. F. Read. Ptr Ink Mo 22:100 My '31

Give the media men a bigger hand. A. Glim. Ptr Ink 151:49-50+ Ap 24 '30

How the small advertiser can cut inquiry costs. Ptr Ink 155:10+ Je 25 '31

I'm sorry, but your papers are not on the list. J. S. Epstein. Ptr Ink 149:85+ D 5 '29

Investment trust tests class and mass appeal. il Adv & Sell 18:36+ N 11 '31

Keeping up with current advertisements. A. Glim. Ptr Ink 152:33-4 Jl 31 '30

Let's have better, not bigger, circulations. L. Bristol. Adv & Sell 17:20+ Jl 8 '31

Media used by voluntary chains. H. A. Haring. Adv & Sell 16:23 D 24 '30

New media help Stanley reduce inquiry cost. G. H. Coxe, jr. Ptr Ink 155:34+ My 28 '31

Nine uses for envelope space. B. A. Grimes. il Ptr Ink Mo 23:35+ S '31

Now is the time to get rid of forced circulation. P. L. Thomson. Ptr Ink 156:84-5 Jl 2 '31

One best medium for your advertising. A. Cobb, jr. il Adv & Sell 15:24-5+ S 3 '30

Selling G. E. refrigerators. W. J. Daily. Adv & Sell 16:46+ Ap 29 '31

Should the publisher censor advertising? E. T. Gundlach. Adv & Sell 15:20+ Je 25 '30

Space salesmen are forced to dissect their circulations. W. G. Martin, jr. Ptr Ink 153: 132+ N 20 '30

This chain used its store managers to check media. J. M. Duane. Ptr Ink 156:90+ Ag 6 '31

Tossing hoss sense into space selling. R. Holbrook. Ptr Ink 153:124+ O 23 '30

Trust advertising media. A. B. Cook. Bankers M 122:611+ My '31

23 inexpensive promotion ideas often overlooked. W. Perry. Ptr Ink 155:48+ Je 18 '31

Wanted: orchestra conductor to take position as advertising manager. A. H. Fairall. Ptd Salesmanship 55:235-6+ My '30

You can't buy space in a mail-order catalog. Ptr Ink 152:72+ Jl 3 '30

See also

Advertising—Rates
Advertising, Outdoor
Advertising, Soliciting of
Airplanes in advertising
Audit bureau of circulations
Electric signs
Moving pictures in advertising
Radio advertising
Stickers

Chambers of commerce magazines

Remington Rand discovers a new local tie-up for national advertising; furnishing covers for local chamber of commerce magazines. G. E. Mitchell. Ptd Salesmanship 56:428, 4 pls Ja '31

Farm journals

All-American space selling eleven. J. J. McCarthy. Ptr Ink 155:78 Je 4 '31

Selling telephones to farmers by talking about tomatoes. R. T. Barrett. il Ptr Ink 157:49-50 N 5 '31

Foreign language press

Foreign language media. D. C. Seitz. il Adv & Sell 17:30+ S 30 '31

House organs

Why house organ advertising space should not be sold. Ptr Ink 150:137-8 F 13 '30

Irregular mediums

Hello, sucker! H. Kerkow. Sales Management 25:184-5+ Ja 31 '31

How'd you like to take an ad? W. Squeers. Burroughs Clearing House 14:22+ F '30

Picking the public utility's advertising purse. H. L. Jones. Ptr Ink 154:104+ Mr 19 '31

Motor trucks

Advertising value of automotive equipment. C. H. McBurney. Am Pet Inst Bul 11:39-40 sec 2 D 31 '30; Excerpts. Nat Pet N 22:67+ N 26 '30; Oil & Gas J 29:136+ N 13 '30; Discussion. Am Pet Inst Bul 11:40-1 sec 2 D 31 '30

Truck association members offered added income through sale of space. il Automotive Ind 64:885 Je 6 '31

Wrigley and Chesterfield discover a new medium. il Adv & Sell 15:38 O 1 '30

Newspapers

Advertising ideas that yield more revenue for community papers. J. L. Meyer. Inland Ptr 87:73-5 Je '31

Advertising linage & rank, New York newspapers, 1921 to 1930. Sales Management 25: 368-9 F 28 '31

Aetna Life blazes a new trail in publication of rotogravure sections. S. F. Withe. il Ptd Salesmanship 57:65-6 Mr '31

Agency group completes Detroit newspaper survey. Ptr Ink 151:44 Ap 24 '30

Agents and publishers sponsor new forms for newspaper data. Ptr Ink 154:52 Mr 26 '31

Agents offer standard newspaper data form. Ptr Ink 151:97-8 My 8 '30

Analysis of newspaper advertising shows interesting facts. Pulp & Pa M Can 31:473+ Ap 9 '31

Angles on space buying. R. E. Rinehart. Ptr Ink 154:67-8 Mr 12 '31

Big profits result from newspaper advertising. H. A. Casey. il Bldg Age 52:56-8+ Ap '30

ADVERTISING mediums—Newspapers—*Cont.*

Book of facts. 308p Chicago Tribune, Chicago '30

Buffer era for space buying is passing. R. W. Orr. Ptr Ink 155:41-2 My 21 '31

Can a bank advertise without newspapers? C. F. Berry. Bankers Mo 48:108-9 F '31

Color in daily newspaper advertising adopted by 140 newspapers. Pulp & Pa M Can 31: 1059+ S 17 '31

Color in the daily. H. Deutsch. il Adv & Sell 17:17-19+ S 30 '31

Complete newspaper markets. 264p American press, New York '30

Cultivating irregular advertisers and making them regular. J. S. Gray. Inland Ptr 87: 85 Ag '31

Evaluating newspaper markets. A. J. Slomanson. Ptr Ink 150:19-20 F 13 '30

535 concerns spent $220,545,000 in newspapers in 1929—A.N.P.A. report. Sales Management 22:70+ Ap 12 '30; Ptr Ink 151:120-1 Ap 17 '30

Four-A's survey St Louis newspaper coverage. Adv & Sell 17:82 O 14 '31

Funny papers campaign for General Foods; Grape-nuts will go entertainment. il Ptr Ink 155:25-6 My 14 '31

High-pressure circulation methods. J. Benson. Adv & Sell 15:22+ O 29 '30

How long shall we continue to manhandle newspaper copy? K. Collins. Adv & Sell 15:34+ My 28 '30

How much unethical medical advertising in today's newspapers? Adv & Sell 16:80 N 12 '30

Human interest advertising theme increases sales of laundry service. J. P. Daiger. il Ptr Ink Mo 20:49+ F '30

If you want me to sell for you, hire my little sister too! M. C. Roher. il Adv & Sell 17:28 Je 10 '31

National advertising in newspapers, January 1928-December 1930. Survey of Cur Business Annual Sup 1931 p 35

Newspaper advertising rates and circulation. J. H. Cover, P. J. Thompson and V. J. Cohenour. J of Business 4:115-26 Ap '31

Newspaper executives hold discussion with advertiser and agent. Ptr Ink 155:68-70 Je 25 '31

Newspaper gasoline advertising in '30. Nat Pet N 22:235+ N 12 '30

Newspaper lineage in 102 cities down 11.95 per cent for year, 1930. Sales Management 25: 208-10 Ja 31 '31

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Indicating instruments aid operation of heating and air conditioning system. S. A. McGuire. il diags Heating-Piping 3:15-19 Ja '31

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Annual statement, year ended Dec. 31, 1929. Rock Prod 33:86-7 Ap 12 '30

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Annual report, 31st, year ended June 30, 1930. Comm & Fin Chr 131:1251-2 Ag 23 '30
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Report for the fiscal year ended June 30, 1931. Barron's 11:18 Ag 31 '31; Oil Paint & Drug Rep 120:38 Ag 31 '31

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Annual report, year ended Dec. 31, 1929. Comm & Fin Chr 130:3871-3 My 31 '30
Better status. Barron's 10:27 Je 9 '30
Debentures sold. Comm & Fin Chr 130:1652 Mr 8 '30
Earned $1.04 a share in 1930. Barron's 11:4 Jl 13 '31
Net $26,002,077, or $2.20 a share in year to Sept. 30, 1930. Barron's 11:18 F 16; 24 Mr 2 '31
Weathering the storm of foreign upheaval. F. C. Fullerton. Mag of Wall St 47:425+ Ja 24 '31
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AMERICAN association for old age security
Meeting, 1930, New York city. Monthly Labor R 30:1278-9 Je '30

AMERICAN association for the advancement of science
General reports of the first Pasadena meeting. Science 74:103-23 Jl 31 '31
Meeting, 86th, Des Moines. Science 71:137-68, sup54-8 F 7 '30
Meeting, 87th, Cleveland, Dec. 29, 1930-Jan. 3, 1931. Science 73:137-68, sup42+ F 6 '31
Meeting of the executive committee, Cleveland, Nov. 30. B. E. Livingston. Science 72:631-2 D 19 '30
New Orleans meeting announcement. Science 74:415-17 O 23 '31
Officers. Science 71:63-4 Ja 17 '30
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Preliminary announcement of the fourth Cleveland meeting. B. E. Livingston. Science 72:537-54 N 28 '30
Proceedings of section E. Geol Soc Bul 41:161-80 Mr '30
Resolutions adopted by the Council at Cleveland, 1930. Science 73:177-8 F 13 '31
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Summer meeting in 1933. J. S. Sewell. Science 74:201-2 Ag 21 '31

AMERICAN association of advertising agencies
Annual meeting, 13th, Washington, D.C. May 15-16. Ptr Ink 151:25-6+ My 22 '30; Adv & Sell 15:78+ My 28 '30
Annual meeting, 14th, Washington, D. C. Ptr Ink 155:25-6+ My 7 '31; Sales Management 26:233+ My 9 '31
Fall convention, Asheville, N. C. Ptr Ink 149:80 N 21 '29
Federal trade commission vs. advertising. C. McKercher. Ptr Ink 150:136+ Ja 30 '30
Government dismisses charges against advertising. Ptr Ink 150:112 Ja 23 '30
Trade commission-four A case nears decision in Washington. Sales Management 20:445+ D 7 '29
Trade commission takes advertising case under advisement. Ptr Ink 149:36+ D 5 '29

AMERICAN association of collegiate schools of business
Annual meeting, 12th, Iowa City, May, 1930. J of Business 3:1-165 pt 2 O '30
Faculty personnel. 404p William A. Rawles, sec., Bloomington, Ind. '30
Proceedings of the thirteenth annual meeting, New Orleans, Louisiana, March, 1931. J of Business 4:1-164 pt 2 Jl '31

AMERICAN association of engineers
Aims and objects of A.A.E. G. M. Butler. Prof Eng 15:20-3 O '30
American engineering societies. R. W. Goddard. Prof Eng 14:6 N '29
Board of directors annual meeting, Chicago, Oct. 3-4. Prof Eng 15:16-17 O '30
Five reasons for A.A.E. success. Prof Eng 15:16-17+ Mr '30
Past achievements and future possibilities of A.A.E. G. Babcock. Prof Eng 16:15-16 Mr '31
Why the American association of engineers? G. M. Butler. Prof Eng 16:16-18 Ap '31
Young engineer and A.A.E. H. Baker, jr. Prof Eng 16:12 Ag '31

Insurance department

A.A.E. insurance—what it is and what it means. H. A. Wagner. Prof Eng 16:7-8 Ja '31
Engineers' protection. H. A. Wagner. Prof Eng 16:19-20 Ap; 13 Ag '31

AMERICAN association of insurance general agents
Annual convention, Richmond, May 5-7. Spectator 124:28-9+ My 8 '30
Annual convention, 6th, Dallas, April 20-21. Ins Field (Fire ed) 60:16+ Ap 23 '31; Nat Underw 35:3+ Ap 23 '31; Spectator 126:29 Ap 23 '31
Change association by-laws. Weekly Underw 123:1069 N 8 '30; East Underw 31:26 N 7 '30; Ins Field (Fire ed) 59:9 N 6 '30
Organization of men who stand between the companies and the local agents in the field. Spectator 125:34 sec 2 D 11 '30

AMERICAN association of passenger traffic officers
Annual meeting, 75th, Atlantic City, Oct. 7-9. Ry Age 89:803-10 O 18 '30
Annual meeting, 76th, Chicago, Oct. 20-21. Ry Age 91:665-6 O 31 '31
Seventy-fifth birthday. il Ry Age 88:586-9 Mr 8 '30

AMERICAN association of petroleum geologists
Annual meeting, 15th, New Orleans, March 20-22. Nat Pet N 22:51 Mr 26 '30; Oil & Gas J 28:39+ Mr 27 '30
Annual meeting, 16th, San Antonio, Tex. Mar. 19-21. Oil & Gas J 29:29+ Mr 26 '31; Nat Pet N 23:47-8 Mr 25 '31

AMERICAN association of port authorities
Annual convention, 18th, Quebec, Sept. 23-26. Marine R 59:81 N '29
Annual convention, 19th, Milwaukee, Sept. 23-26. Eng N 105:544 O 2 '30

AMERICAN association of railroad superintendents
Annual convention, 37th, Minneapolis, Minn., June 16-19. Ry Age 88:1587-94 Je 28 '30
Annual convention, 38th, St Louis, June 9-12. Ry Age 90:1187-90; 91:17-20, 91, 173-5, 253-7 Je 20, Jl 4, 18, Ag 1, 15 '31

AMERICAN association of state highway officials
Annual convention, Pittsburgh, Oct. 17-20. Eng N 105:852-4 N 27 '30
Annual convention, 17th, Salt Lake City, Sept. 28-Oct. 1. Eng N 107:581-3 O 8 '31

AMERICAN association of teachers of physics
Organization. Science 73:90 Ja 23 '31

AMERICAN association of textile chemists and colorists
- Annual meeting, 9th, Philadelphia, Dec. 6-7. Am Dyestuff Rep 18:824-64 D 23 '29; Textile World 76:4358-61 D 14 '29; Oil Paint & Drug Rep 116:21+ D 9 '29
- Annual meeting, 10th, Chattanooga, Tenn., Dec. 5-6. Chemicals 34:31 D 15 '30; Oil Paint & Drug Rep 118:23+ D 15 '30; Textile World 78:2818-20 D 13 '30

AMERICAN association of variable star observers
- One touch of nature. D. B. Pickering. pors Sci Am 143:249-52 O '30

AMERICAN astronomical society
- Annual summer meeting, Chicago, Sept. 3. Science 72:sup10+ S 5 '30

AMERICAN bankers' association
- Annual convention, 56th, Cleveland, Sept. 29-Oct. 2. Comm & Fin Chr 131:2122-9 O 4 '30; Comm & Fin 19:1908-9 O 8 '30; Barron's 10:28 O 6 '30; Am Bankers Assn J 23:261+ O '30; Comm & Fin Chr 131:45-120 sec 2 O 18 '30; Bankers Mo 47:21-2+ N '30; Trust Companies 51:525-31 O '30; Bankers M 121:657-65+ N '30
- Annual convention, 57th, Atlantic City, Oct. 5-8. Am Bankers Assn J 24:191-4+ O '31; Comm & Fin 20:1511-12 O 14 '31; Trust Companies 53:497-502 O '31
- Annual spring meeting of the Executive council, Old Point Comfort, Va. Am Bankers Assn J 22:1113-14+ Je '30
- Annual spring meeting of the Executive council, Augusta, Ga. April 13-16. Am Bankers Assn J 23:887-91 My '31
- Committees and commissions, 1930-1931. Am Bankers Assn J 23:342+ O '30
- Committees and commissions, 1931-1932. Am Bankers Assn J 24:251-2+ O '31
- Is a national banking policy possible? W. C. Schluter. Bankers M 122:312-16 Mr '31; Discussion. J. S. Lawrence. 122:585-9 My '31

Bank management commission
- Annual meeting, Cleveland, Sept. 29. Comm & Fin Chr 131:117-20 sec 2 O 18 '30

National bank division
- Annual meeting, 25th, Cleveland, Sept. 29. Am Bankers Assn J 23:295+ O '30; Comm & Fin Chr 131:72-84 sec 2 O 18 '30; Trust Companies 51:539-40 O '30; Bankers M 121:703-6 N '30
- Annual meeting, 26th, Atlantic City. Am Bankers Assn J 24:223+ O '31

Savings bank division
- Annual meeting, 29th, Cleveland, Oct. 1. Am Bankers Assn J 23:313+ O '30; Comm & Fin Chr 131:102-10 sec 2 O 18 '30; Trust Companies 51:545-6 O '30; Bankers M 121:710-13 N '30
- Annual meeting, 30th, Atlantic City. Am Bankers Assn J 24:207+ O '31

State bank division
- Annual meeting, 14th, Cleveland, Sept. 29. Am Bankers Assn J 23:285+ O '30; Comm & Fin Chr 131:85-94 sec 2 O 18 '30; Trust Companies 51:547 O '30; Bankers M 121:699-702 N '30
- Annual meeting, 15th, Atlantic City. Am Bankers Assn J 24:216+ O '31

State secretaries section
- Annual meeting, Cleveland, Sept. 30. Am Bankers Assn J 23:337+ O '30; Comm & Fin Chr 131:111-16 sec 2 O 18 '30; Bankers M 121:714-16 N '30
- Annual meeting, Atlantic City. Am Bankers Assn J 24:241+ O '31

Trust company division
- Activities and services provided. J. C. Mechem. Trust Companies 50:727-9 My '30
- Annual meeting, 34th, Cleveland, Sept. 30. Am Bankers Assn J 23:306+ O '30; Comm & Fin Chr 131:95-101 sec 2 O 18 '30; Trust Companies 51:507-9 O '30; Bankers M 121:707-9 N '30
- Annual meeting, 35th, Atlantic City, Oct. 7. Am Bankers Assn J 24:234+ O '31; Trust Companies 53:479-81 O '31
- Annual mid-winter trust conference, 11th, New York, Feb. 18-20. Am Bankers Assn J 22:869-70+ Mr '30; Bankers M 120:429-38 Mr '30; Trust Companies 50:445-63 Mr '30
- Annual mid-winter trust conference, 12th, New York, Feb. 17-19. Am Bankers Assn J 23:767-8+ Mr '31; Trust Companies 52:403-12 Mr '31
- Constructive achievements and increasing usefulness of the trust company division. R. A. Lewis, jr. Trust Companies 50:33-5 Ja '30
- Growth of trust business not halted by business recession; review of activities of the Trust company division. J. C. Mechem. Trust Companies 51:511-13 O '30; Same. Comm & Fin Chr 131:100-1 sec 2 O 18 '30

AMERICAN bar association
- Mineral law section considers petroleum. J. B. Waldo. Oil & Gas J 29:151 Ag 21 '30

Public utility law section
- Public utility law section. C. D. Jackson. N E L A Bul 17:563 S '30
- What the legal profession is doing to help regulation. W. L. Ransom. Pub Util 8:350-8 S 17 '31

AMERICAN beet sugar company
- Listing. Comm & Fin Chr 129:3637-8 D 7 '29

AMERICAN boiler manufacturers' association
- Annual convention, 42d, Cresco, N.J., May 26-28. Power 71:887 Je 3 '30
- Annual convention, 43d, Skytop, Pa. May 25-27. Power 73:972-3 Je 16 '31

AMERICAN bond and mortgage company
- Reorganization of three properties proposed. Comm & Fin Chr 131:1715-16 S 13 '30

AMERICAN bonding company
- American bonding alumni had great home coming in Baltimore. Nat Underw 34:37 My 22 '30; East Underw 31:38+ My 23 '30

AMERICAN Bosch magneto corporation
- Proposed merger with Robert Bosch magneto co.; to be known as United American Bosch corp. Comm & Fin Chr 131:3045, 3209 N 8-15 '30

AMERICAN, British and continental corporation
- Earnings; investments, Dec. 31, 1929. Comm & Fin Chr 130:1117-18 F 15 '30

AMERICAN Brown Boveri electric corporation
- Large development expenses affected income in 1929. Barron's 10:12 Mr 10 '30

AMERICAN can company
- American Can to net about $6. Barron's 11:27 Ag 31 '31
- British can shares, inc. organized—American can co. entering foreign field, holds substantial interest in new corporation. Comm & Fin Chr 131:792 Ag 2 '30
- Good year in 1930. Barron's 11:17 F 23 '31; Oil Paint & Drug Rep 119:26 F 23 '31
- Has sound basis for market leadership. C. W. Trent. Mag of Wall St 48:35 My 2 '31
- Investment stocks with profit possibilities to buy on reaction. Mag of Wall St 45:857-8 Mr 22 '30
- Strongly entrenched. Barron's 10:12 Ag 18 '30
- Ten outstanding investments for 1930. Mag of Wall St 45:446 Ja 11 '30
- Ten outstanding investments for 1931. Mag of Wall St 47:354 Ja 10 '31

AMERICAN capital corporation
- Annual report. Comm & Fin Chr 130:1461-2 Mr 1 '30

AMERICAN car and foundry company
- Annual report, 31st, year ended April 30, 1930. Comm & Fin Chr 130:4599 Je 28 '30
- Feels rail lull. Barron's 10:7 Jl 7 '30
- Net $5 a share. Barron's 10:13 My 26 '30
- Rail equipment companies face new prosperity. E. H. Baker. Mag of Wall St 45:378-9 D 28 '29

AMERICAN cast iron pipe company
- Celebrating twenty-fifth anniversary. il Manuf Rec 98:35 O 23 '30

AMERICAN ceramic society
- Annual meeting, 32d, Toronto, Feb. 16-21. Can Chem & Met 14:71-2 Mr '30

AMERICAN ceramic society—*Continued*

Annual convention, 33d, Cleveland, Feb. 22-27. Brick & Clay Rec 78:247-9 Mr 10 '31

Combined meeting with the American refractories institute, Toronto, Ont., Feb. 16-20. Iron Tr R 86:66 F 27 '30; Brick & Clay Rec 76:236-42+ F 25 '30

Presidential address for the thirty-third annual meeting. E. Orton, jr. Am Cer Soc J (Bul) 14:73-85 Ap '31

President's address. G. A. Bole. Am Cer Soc J (Bul)13:87-90 Ap '30

Art division

Art division symposium at the 32d annual meeting, Toronto, Feb. 1930. Am Cer Soc J 13:7-66 pt 2 My '30

Glass division

Meeting in Cleveland. Glass Ind 12:45-8+ Mr '31

Proceedings of the Glass division, Toronto, Feb. 16-20. Glass Ind 11:51-7 Mr '30

Summer meeting, Cove Point, Maryland. F. W. Preston. Glass Ind 11:252-4 N '30

AMERICAN chain company

Men are the links of American Chain. C. Hoskins. il Forbes 28:11-13 S 15 '31

Profits halved in 1930. Barron's 11:11 Mr 30 '31

AMERICAN chemical society

Meeting, 79th, Atlanta, April 7-11. Chem & Met Eng 37:286-7 My '30; Oil Paint & Drug Rep 117:19+ Ap 14 '30; Science 71:sup10+ Ap 11 '30

Meeting, 80th, Cincinnati, Sept. 8-12. Oil Paint & Drug Rep 118:21+ Ag 25; 19-20+ S 15; 47-8 S 22 '30; Chemicals 34:7-8+ S 15 '30

Meeting, 81st, Indianapolis, March 30-April 3. Oil Paint & Drug Rep 119:19, 38C-D, 39 Ap 6 '31; Chemicals 35:7-8 Ap 6 '31

Meeting, 82d, Buffalo, Aug. 31-Sept. 4. Oil Paint & Drug Rep 120:19-21, 68 S 7 '31

Officers. Science 73:7-8 Ja 2 '31

Report of the committee on prize essays at the end of the contests (1923-1931) conducted under the auspices of the American chemical society with funds provided by Mr and Mrs Francis P. Garvan of New York city. J Chem Educ 8:2031-9 O '31

Cellulose chemistry division

Abstracts of papers at the Buffalo meeting. Pulp & Pa M Can 31:1120-1 O 8 '31

Chemical education division

Minutes of the mid-winter meeting of the executive committee of the Division of chemical education. J Chem Educ 8:717-26 Ap '31

Gas and fuel chemistry division

Abstracts of papers at the Atlanta meeting, April 7-11. Gas Age 65:429-30 Mr 29 '30

Petroleum division

Annual meeting, Cincinnati. Oil & Gas J 29:40+ S 18 '30; Nat Pet N 22:41-3 S 17 '30

Annual meeting, Buffalo. Nat Pet N 23:31-3 S 9 '31

Rubber division

Meeting, New York city, March 28. Textile World 77:2037 Ap 5 '30

Meeting, Indianapolis, Ind. March 20-April 3. India Rubber W 84:73-4 Ap '31

AMERICAN chemical society award

New American chemical society award. Ind & Eng Chem 23:978 S '31

AMERICAN chicle company

Six attractive common stock investments. J. Durand. Mag of Wall St 47:98-9 N 15 '30

AMERICAN cigar company

Tax decision. Barron's 10:24 D 22 '30

AMERICAN cities power and light corporation

Annual report, year ended Dec. 31, 1929. Comm & Fin Chr 130:1644 Mr 8 '30

AMERICAN commonwealth power corporation

Annual report, year ended Dec. 31, 1929. Comm & Fin Chr 130:3702 My 24 '30

Progress outlined—recent acquisitions and expansion. Comm & Fin Chr 131:1253 Ag 23 '30

Submits alternative plan for the exercising of warrants. Comm & Fin Chr 130:4603 Je 28 '30

AMERICAN concrete institute

American concrete institute and concrete research. D. A. Abrams. Am Concrete Inst J 2:953-7 Ap '31

Annual meeting, 26th, New Orleans, Feb. 11-13. Concrete 36:27-30 Mr '30; Eng N 104:330-3 F 20 '30; Rock Prod 33:100-2 Mr 1 '30

Annual convention, 27th, Milwaukee, Feb. 24-26. Concrete 38:35-8 Mr '31; Eng N 106:402-4 Mr 5 '31; Eng & Contr 70:61-4 Mr '31; Rock Prod 34:66-7 Mr 14 '31; Am Concrete Inst J 2:4-19 Ap '31

President's address at 26th annual convention, New Orleans. E. D. Boyer. Am Concrete Inst J 1:513-19 Mr '30

What the American concrete institute has done and is doing. H. Whipple. Rock Prod 33:79-80 Ja 18 '30

Directory

Directory 1930. 133p American concrete institute, 2970 West Grand blvd., Detroit, Michigan '30

AMERICAN construction council

Meeting, New York, May 11. Am Bld 51:62+ Je '31

AMERICAN cotton co-operative association

Action in advancing to co-operatives 90% of cotton value. Comm & Fin Chr 131:1349 Ag 30 '30

Co-ops' futures concentrated. Comm & Fin 19:369-70 F 12 '30

Filing of articles of incorporation. Comm & Fin Chr 130:392-3 Ja 18 '30

Importance of co-operative cotton associations over-emphasized. Comm & Fin Chr 130:726 F 1 '30

Organization. Comm & Fin 19:218 Ja 22 '30

Plans approved for creation of central co-operative cotton marketing organization. Comm & Fin Chr 129:3724; 130:48-9 D 14 '29, Ja 4 '30

Wide powers with headquarters at New Orleans. Comm & Fin Chr 130:4529-30 Je 28 '30

AMERICAN cotton manufacturers' association

Activities. W. McLaurine. Textile World 77:2841-2 My 10 '30

Annual convention, 34th, Pinehurst, N.C., May 6-7. Textile World 77:2840-4 My 10 '30; Comm & Fin 19:996-7 My 14 '30; Manuf Rec 97:60 My 15 '30

Annual convention, 35th, Augusta, Ga. April 24-25. Textile World 79:1996-2007 My 2 '31; Comm & Fin 20:672-3 Ap 29 '31; Manuf Rec 99:35 Ap 30 '31

AMERICAN cotton shippers association

Annual convention, Memphis, April 26. Comm & Fin 19:887 Ap 30 '30

Annual convention, 7th, New Orleans, April 25. Comm & Fin 20:663+ Ap 29 '31

AMERICAN cyanamid company

Alliance with the Pittsburgh plate glass co. Oil Paint & Drug Rep 118:21 O 20 '30

American chemical industries. il Ind & Eng Chem 22:301-2 Mr '30

American cyanamid company purchases four chemical and dyestuff concerns. Rubber Age 26:533-4 F 25 '30

Buys Klipstein to continue business separately. Chem Markets 27:615 D '30

Industry plays for big stakes in power. W. R. Smith. il Mag of Wall St 46:726 S 6 '30

Low price stocks to buy. Mag of Wall St 48:459-60 Jl 25 '31

AMERICAN drop forging institute

Fall meeting, Briarcliff Lodge, N. Y., Oct. 9-11. Automotive Ind 63:596 O 18 '30; Iron Age 126:1077-8 O 16 '30

Fall meeting, Cleveland, Sept. 2-4. Iron Age 128:710-11 S 10 '31

AMERICAN drug manufacturers' association

Annual meeting, 19th, Pinehurst, N.C., April 22-25. Oil Paint & Drug Rep 117:19+ Ap 28; 21+ My 5 '30

AMERICAN drug manufacturers' association —*Continued*

Annual meeting, 20th, Virginia Beach, May 4-7. Oil Paint & Drug Rep 119:17+ My 11; 19+ My 18 '31

AMERICAN electric railway accountants association

Annual convention, San Francisco. Elec Ry J 74:471-3, 482 Jl '30

Annual convention, Atlantic City. Elec Ry J 75:597-9 O '31

AMERICAN electric railway association

Annual convention, 49th, San Francisco. Elec Ry J 74:430-84 Jl '30; Bus Transportation 9:373-6 Jl '30; Elec Traction 26:349-61 Jl '30

Annual convention, 50th, Atlantic City, Sept. 26-Oct. 2. Elec Ry J 75:563-602 O '31; Aera 22:582-90 O '31; Bus Transportation 10:518-24 O '31; Elec Traction 27:467-83+ O '31

Co-ordinated transportation features golden anniversary exhibit. il Elec Ry J 75:604-8 O '31

Fifty years ago—and today. il Elec Traction 27:413-15 S '31

Fifty years of service and readjustment. J. H. Hanna. Elec Ry J 75:562 O '31

Genesis and evolution of the American electric railway association. J. W. McCloy. Aera 22:516-21 S '31

Harking back to '82. Aera 22:530-3 S '31

How the association has aided the industry. J. N. Shannahan. Elec Ry J 75:507-10 S 15 '31

How the story of local transportation is being told. B. Collier. Aera 21:727-8 D '30

Advisory council

Advisory council activities outlined at banquet. Elec Ry J 74:444-5 Jl '30

AMERICAN electric railway claims association

Annual convention, San Francisco. Elec Ry J 74:468-70 Jl '30

Annual convention, Atlantic City. Elec Ry J 75:595-6 O '31

AMERICAN electric railway engineering association

Annual convention, San Francisco. Elec Ry J 74:462-3 Jl '30

Annual convention, Atlantic City. Elec Ry J 75:587-94 O '31

AMERICAN electric railway transportation and traffic association

Annual convention, San Francisco. Elec Ry J 74:459-61 Jl '30

Annual convention, Atlantic City. Elec Ry J 75:600-2 O '31

AMERICAN electrochemical society

Annual meeting, 57th, St Louis, May 29-31. Chem & Met Eng 37:357-9 Je '30; Metal Ind 28:277-9 Je '30; Iron Age 125:1752-4 Je 12 '30

General meeting, 58th, Detroit, Sept. 25-27. Metal Ind 28:471-2 O '30; Chem & Met Eng 37:611-13 O '30

Name changed to Electrochemical society

AMERICAN electroplaters' society

Annual convention, 18th, Washington, D.C., June 30-July 3. Brass W 26:173-9 Jl '30; Metal Ind 28:259-66, 319-24 Je-Jl '30

Annual convention, 19th, Rochester, N.Y., June 29-July 2. Metal Ind 29:285-9 Jl '31; Brass W 27:149-51 Jl '31

Annual convention to be held at Washington; program. Brass W 26:145-50 Je '30

AMERICAN engineering council

American engineering council and aviation. Science 71:530 My 23 '30

American engineering council; its aims and accomplishments. L. W. Wallace. Refrig Eng 20:34-5 Jl '30

Annual meeting, Washington, Jan. 16-17. Elec Eng 50:148-9 F '31

Engineering congresses and the engineer in public affairs. C. E. Grunsky. Engineers & Eng 47:214-16 Ag '30

Enlists aid of 100,000 engineers in plan to end depression. Power 74:584 O 20 '31

Growth of activities in 1929. Power 71:117 Ja 21 '30

Work of the Council. L. W. Wallace. J Eng Educ 20:339-44 D '29

AMERICAN equitable assurance company of New York

Merger with Guardian fire assurance corp. Comm & Fin Chr 131:3371, 3533 N 22-29 '30

AMERICAN equities company

Annual report, year ended Dec. 31, 1929. Comm & Fin Chr 130:1266 F 22 '30

AMERICAN European securities company

Annual report, year ended Dec. 31, 1929. Comm & Fin Chr 130:459 Ja 18 '30

AMERICAN express bank and trust company of New York

American express co. to form American express bank & trust co. Comm & Fin Chr 129:3741-2 D 14 '29; Bankers M 120:138 Ja '30

First statement shows remarkable growth. Bankers M 121:263 Ag '30

Opened for business, April 15. il Bankers M 120:720-2 My '30

Organization and officers. pors Trust Companies 50:505-6 Mr '30

AMERICAN face brick association

Annual meeting, 18th, Edgewater Park, Miss., Dec. 10-13. Brick & Clay Rec 75:823-5 D 17 '29

Annual meeting, 19th, Asheville, N. C., Nov. 12-14. Brick & Clay Rec 77:594+ N 18 '30

AMERICAN farm bureau federation

Every farmer's gate a shipping point; what educational work is accomplishing for the cause of farm-to-market roads. N. M. Blaney. il Roads & Sts 71:25-8 Ja '31

More adequate, economical roads required; American farm bureau federation promotion plan explained. N. M. Blaney. il Roads & Sts 70:376-7 O '30

AMERICAN federation of advertising

A.F.A. program seeks to educate business executives. Ptr Ink 153:100 D 25 '30

AMERICAN federation of labor

A.F. of L. campaign to organize southern wage-earners. W. Green. Textile World 77:616-18 F 1 '30

Annual convention, 49th, Toronto, Canada, Oct. 7-18. Monthly Labor R 29:1314-17 D '29

Annual meeting, 50th, Boston, Oct. 6-17. Monthly Labor R 31:1163-9 N '30

Departments of the American federation of labor. A. T. Helbing. (Studies in historical and political science, ser 49, no 1) 137p Johns Hopkins press, Baltimore '31

Labor and capital in national politics. H. L. Childs. 286p [bibliog p 271-9] Ohio state univ. press, Columbus '30

Toronto convention, Oct. 7. Factory & Ind Management 78:1110-11 N '29

Union leaders launch southern campaign. Business Week p 12 Ja 22 '30

AMERICAN founders corporation

American founders group in insurance tie-up; buys into Lincoln national life. East Underw 31:1+ F 7 '30

Annual report for the eighth fiscal year ended November 30, 1929. Comm & Fin Chr 130:639-45 Ja 25 '30

Report for six months ended May 31, 1930. Comm & Fin Chr 131:622-3 Jl 26 '30

Splits stock—consolidated net earnings on common $12,000,000. Comm & Fin Chr 129:3169 N 16 '29

AMERICAN foundrymen's association

Annual convention, 34th, Cleveland, May 12-16. Foundry 58:176-96+ My 1; 126-51 Je 1 '30; Iron Tr R 86:105-13 My 1; 66-7 My 15; 61-5+ My 22 '30; Brass W 26:117-22 My '30; Iron Age 125:1539-43 My 22 '30; Metal Ind 28:207-11, 284-6 My-Je '30

Annual convention, 35th, Chicago, May 4-7. Foundry 59:60-80+ My 15; 76-8 Je 1 '31; Iron Age 127:1606-7+ My 14 '31; Steel 88:38-9 My 14; 57-8 My 21 '31

Foundrymen's convention in Chicago. H. M. St John. Metal Ind 29:257-9 Je '31

Regional meeting, 1st, Moline, Ill., March 26. Foundry 58:72-3 Ap 15 '30

AMERICAN gas and electric company

Company has succeeded through service. G. N. Tidd. Pub Serv Management 48:109-12 Ap '30

Contributions of the holding company. G. N. Tidd. Elec W 95:647-51 Mr 29 '30

AMERICAN gas and electric company—*Cont.*

Hearing completed; an example of centralized management; stock dividends used for major financing. Elec W 95:607-14 Mr 22 '30

Monthly results show better than the corresponding periods in the previous year. Barron's 10:10 Jl 28 '30

Most popular investment issues in Wall Street. Mag of Wall St 46:116 My 17 '30

Promising utility equity for the recovery. F. C. Fullerton. Mag of Wall St 48:392-3+ Jl 11 '31

AMERICAN gas association

A.G.A. adopts new five-year program. Am Gas Assn Mo 13:239-43+ Je '31

A.G.A. again receives power show certificate. J. M. Connolly. il Am Gas Assn Mo 13:6-7+ Ja '31

Annual conference, 3d, of the Accounting section, Chicago, April 23-24. Gas Age 67:689-90+ My 2 '31

Annual convention, 11th, Atlantic City, Oct. 14-28. Am Gas J 131:25-54 N '29; Gas Age 64:555-6+, 587-93+ O 19-26 '29; Chem & Met Eng 36:679-80 N '29; Gas J (Lond) 188:456-7 N 13 '29

Annual convention, 12th, Atlantic City, Oct. 13-17. Am Gas Assn Mo 12:479-86 N '30; Oil & Gas J 29:29+ O 16 '30; Heat & Ven 27:89-92 N '30; Am Gas J 133:33-72 N '30; Gas Age 66:651-7 O 25 '30

Annual convention, 13th, Atlantic City, Oct. 12-16. Am Gas J 135:25-54+ N '31; Gas Age 68:599-610 O 24 '31; Oil & Gas J 30:17+ O 22 '31; Am Gas Assn Mo 13:475-502+ N '31

Annual joint production and chemical conference, 4th, Cleveland, Ohio, May 21-23. Gas Age 65:807-8+ My 31 '30; Am Gas J 132:59-62+ Je '30; Chem & Met Eng 37:354-6 Je '30

Annual joint production and chemical conference, 5th, Philadelphia, May 20-22. Gas Age 67:867-72+ Je 6 '31; Am Gas J 134:74+ Je '31

Distribution engineers hold 8th annual conference, Cincinnati, April 8-10. Gas Age 67:630-3 Ap 25 '31

Gas industry emphasizes research; a survey and evaluation of laboratory activities. il Gas Age 66:540-5+ O 11 '30

Gas industry in America. C. E. Paige. Gas J (Lond) 194:802-12 Je 10 '31; Same. Am Gas Assn Mo 13:289-99 Jl '31; Same abr. Gas Age 67:877-80+ Je 6 '31; Discussion. Gas J (Lond) 194:812-14 Je 10 '31

Methods of collecting gas statistics in the United States. P. Ryan. Gas J (Lond) 191:372-3 Ag 13 '30

No let up in A.G.A. activities. A. Forward. Am Gas Assn Mo 12:402-3 S '30

Service to the gas industry. A. Forward. Am Gas J 134:68 Je '31

Appliance testing laboratory

American gas association establishes gas appliance inspection station on Pacific coast. Am Gas Assn Mo 13:51+ F '31

A.G.A. seal of approval; its design and use. R. M. Conner. il Am Gas Assn Mo 13:104-5 Mr '31

A. G. A. testing laboratory. G. B. Shawn. Am Gas Assn Proc 1929:147-52

Complete testing starts at Pacific coast laboratory. F. R. Wright. il Am Gas Assn Mo 13:244-5 Je '31

Effect on appliance operation of variations in the gas supply. F. E. Vandaveer. il Gas Age 65:834-8 My 31 '30

Five years of laboratory progress. N. T. Sellman. Am Gas Assn Mo 12:517-18 N '30; Excerpt. Am Gas J 133:37 N '30

How A.G.A. testing insures gas appliance quality. R. M. Conner. il Gas Age 67:133-4 Ja 24 '31

How A.G.A. testing laboratory can assist in promoting industrial use of gas. R. M. Conner. Am Gas Assn Mo 13:390-1 S '31

Review of laboratory's activities during past year. F. R. Wright. Am Gas Assn Mo 13:466 O '31

Serving the public's interests. G. E. Whitwell. Am Gas J 135:27 N '31

Size of the organization and the scope and variety of its activities. Am Gas Assn Mo 12:313-14 Jl '30

Architects' and builders' service

Report of architects' and builders' service committee. Am Gas Assn Proc 1929:609-11; Same. Am Gas J 131:45-6 N '29; Same, without table. Gas Age 64:674+ N 2 '29

Report of committee on architects' and builders' service. Am Gas Assn Proc 1930:357-66; Same abr. Gas Age 66:631-4 O 18 '30

Natural gas department

Annual convention, New Orleans, La, May 5-8. Am Gas J 132:67-9 My '30; Am Gas Assn Mo 12:239-42+ Je '30; Gas Age 65:715-16+ My 17 '30; Oil & Gas J 28:55+ My 8; 38+ My 15 '30; Nat Pet N 22:37-8 My 14 '30

Annual convention, 21st, Memphis, Tenn. May 11-14. Gas Age 67:783-6+ My 23 '31; Nat Pet N 23:33-4 My 20 '31; Oil & Gas J 29:21+ My 14; 35+ My 21 '31; Am Gas Assn Mo 13:260-4 Je '31; Am Gas J 134:67-72 Je '31

Annual meeting, Atlantic City. Oil & Gas J 30:15+ O 15 '31

Women members

Women in the association. M. Spear. Am Gas Assn Proc 1929:164-7

AMERICAN gear manufacturers' association

Annual meeting, 14th, Cincinnati, May 1-3. Iron Age 125:1394-6 My 8 '30; Iron Tr R 86:56-7 My 8 '30; Automotive Ind 62:718-21 My 10 '30; Mach 36:766-7 Je '30

Annual meeting, 15th, Buffalo, May 7-9. Automotive Ind 64:792-5 My 23 '31; Iron Age 127:1608-10 My 14 '31; Steel 88:49-50 My 14 '31

Semi-annual meeting, 14th, Niagara Falls, Canada, Sept. 29-Oct. 1. Iron Age 126:1008-8A O 9 '30; Automotive Ind 63:508-11 O 11 '30

Semi-annual meeting, 15th, Pittsburgh, Oct. 15-17. Iron Age 128:1068E-G O 22 '31; Automotive Ind 65:640-2+ O 24 '31; Steel 89:39-40 O 26 '31; Am Mach 75:652j O 22 '31

AMERICAN geophysical union

Annual meeting, 12th, Washington, D. C. April 30-May 1. Science 73:705-7 Je 26 '31

Transactions of the tenth annual meeting, April 25 and 26, 1929, eleventh annual meeting, May 1 and 2, 1930, Washington, D. C. Nat Research Council Trans A G U p7-314 Je '30

AMERICAN glue company

Plans further sale of assets. Oil Paint & Drug Rep 118:27 S 15 '30

To sell its sandpaper and abrasives business. Comm & Fin Chr 131:478 Jl 19 '30

AMERICAN home products corporation

Acquires Wyeth & bro., pharmaceutical manufacturer, Philadelphia. Oil Paint & Drug Rep 119:34C Je 8 '31

Earnings higher in 1930. Oil Paint & Drug Rep 119:56 F 23 '31

Record earnings in 1929. Barron's 10:10 Ap 21 '30

AMERICAN I.G. chemical corporation

Earnings gained in year. Oil Paint & Drug Rep 119:38 My 11 '31

1929 report. Oil Paint & Drug Rep 117:38B Ap 14 '30; Chem Markets 26:519 My '30

AMERICAN ice company

Good year in 1930. Barron's 11:27 Mr 2 '31

Net about $4.40 a share. Barron's 10:19 F 10 '30

Net at new high. Barron's 10:24 N 17 '30

AMERICAN industrial lenders association

Fifteenth annual convention, Philadelphia, September 18-20, 1929. 189p The Association, 712 Tower bldg., Washington, D. C. '29

AMERICAN institute of accountants

Accountants' great show. Business Week p28-9 Je 10 '31

Accounting practice in England and America. H. R. Caffyn. J Account 50:346-57 N '30

Report of the president. C. B. Couchman. J Account 52:250-3 O '31

Report of the president. F. H. Hurdman. J Account 50:330-3 N '30

AMERICAN institute of actuaries
Actuaries take the initiative. Spectator 125: 40 sec 2 D 11 '30
Annual meeting, Chicago. Nat Underw (Life ed) 34:1+ My 30 '30; Spectator 124:7+ Je 5 '30
Annual meeting, Minneapolis. Nat Underw (Life ed) 35:1+ Je 12 '31
Fall meeting, Springfield, Ill., Oct. 30-31. Spectator 125:7+ N 6 '30
Operates for the well-being of agents, medical examiners and others. A. Coburn. Spectator 123:29-30 sec 2 D 12 '29

AMERICAN institute of architects
A.I.A. takes lead. B. F. Betts. Am Arch 139: 30-1+ Je '31
Annual convention, 63d, Washington, May 21. Am Arch 137:20-2+ Jl '30
Annual convention, 64th, San Antonio, Texas, April 16. Manuf Rec 99:36 Ap 30 '31
Annual convention, 64th, San Antonio, Texas. P. M. Hooper. Arch Rec 69:493-4 Je '31
Annual convention, 64th, San Antonio, Texas, April 14-16. K. K. Stowell. Arch Forum 54: 529-30 My '31
If I were president of the A.I.A. C. W. Fairweather. il Am Arch 139:52-3 Ap '31

Structural service department

What is the structural service department, A.I.A.? Architecture 62:297-8 N '30

AMERICAN institute of banking
Annual convention, 28th, Denver, June 16-20. Am Bankers Assn J 23:10-11+ Jl '30
Annual convention, 29th, Pittsburgh. Trust Companies 52:837-9 Je '31; Bankers M 123: 67-9 Jl '31; Am Bankers Assn J 24:23+ Jl '31
Education—the guaranty of deposits. W. J. Evans. Bankers Mo 47:22+ Ap '30
Institute at thirty. H. Stonier. Burroughs Clearing House 14:17-19+ Mr '30
It's a wonderful organization. R. W. Hill. Trust Companies 50:261-2 F '30
No unemployment of brains. F. H. Sisson. Burroughs Clearing House 15:7-8+ F '31
Providing safety for future banking. R. C. Stephenson. Bankers M 122:591-4 My '31

AMERICAN institute of chemical engineers
Annual convention, Asheville, N. C., Dec. 2-4. Oil Paint & Drug Rep 116:21+ D 9 '29
Annual convention, 23d, New Orleans, Dec. 8-10. Chem & Met Eng 37:732-3 D '30; Oil Paint & Drug Rep 118:21+ D 15 '30
Meeting, Detroit, June 4-6. Chem & Met Eng 37:345-7 Je '30
Semiannual meeting, Swampscott, Mass. June 10-12. Oil Paint & Drug Rep 119:16 Je 22 '31

AMERICAN institute of electrical engineers
Abstracts of papers presented at the Kansas City district meeting, Oct. 22-24. Elec Eng 50:900-3 N '31
Annual winter convention, New York, Jan. 27-31. Elec W 95:288-302 F 8 '30; Power 71: 188-9 F 4 '30; Power Pl Eng 34:243-4 F 15 '30; Am Inst E E J 49:230-2 Mr '30
Annual winter convention, New York, Jan. 26-30. Elec Eng 50:216-28, 299-302 Mr-Ap '31; Elec W 97:268-83 F 7 '31; Power Pl Eng 35:304-7 Mr 1 '31
Committee appointments. Science 74:331 O 2 '31
Convention, Portland, Oregon, Sept. 2-5. Elec West 65:206-8 O '30
Convention, Lake Tahoe, Calif. Aug. 25-28. Elec Eng 50:832-7 O '31
Institute and automatic stations. F. Zogbaum. Gen Elec R 34:335 Je '31
Middle eastern district meeting, 6th, Philadelphia, Oct. 13-15. Power 72:660-1 O 21 '30; Ry Age 89:857-9 O 25 '30
Northeastern district meeting, Springfield, Mass. Elec W 95:962-3 My 17 '30
Organization; diagram. Am Inst E E J 49: 257-8 Ap '30
Summary of Philadelphia meeting discussions. Am Inst E E J 49:1036-8 D '30
Summer convention, Toronto, Ontario, June 23-27. Power 72:32-4 Jl 1 '30; Elec W 96: 27-34 Jl 5 '30; Ry Age 89:12-13 Jl 5 '30
Summer convention, Asheville. Elec Eng 50: 517-22 Jl '31; Elec W 98:12-18 Jl 4 '31

AMERICAN institute of estate advisors
Estate advisors begin expansion program. Ins Field (Life ed) 59:8 O 3 '30
Estate club in expansion plan; chapter projected for Cincinnati. Nat Underw (Life ed) 34:5+ O 31 '30
Form institute of estate study. Nat Underw (Life ed) 34:3+ Je 27; 5 Jl 25 '30; Ins Field (Life ed) 59:7 Ag 1 '30
Name H. T. Powers president; many chapters of new national body expected to start soon. Ins Field (Life ed) 59:15 S 19 '30

AMERICAN institute of laundering
Laundrymen operate model plant, school. il Business Week p18 O 22 '30

AMERICAN institute of mining and metallurgical engineers
Annual meeting, 139th, New York, Feb. 17-20. Min & Met 11:132-78 Mr '30; Eng & Min J 129:204-6+ F 24 '30; Iron Age 125:645-8 F 27 '30; Iron Tr R 86:63-5+ F 27 '30
Annual meeting, 140th, New York, Feb. 16-19. Min & Met 12:126-55, 158-69 Mr '31; Eng & Min J 131:186-8 F 23 '31; Iron Age 127:711-12 F 26 '31; Coal Age 36:131-4 Mr '31
Joint meeting with Western division of American mining congress, Joplin, Sept. 28-30. Min & Met 12:476-9 N '31
Our diversified organization and work. W. H. Bassett. Min & Met 12:131-2 Mr '31
Sixtieth anniversary celebration at Wilkes-Barre. Min & Met 12:308-11 Jl '31
Transactions, 1929; yearbook; papers and discussions presented at the New York meeting, February, 1929. 410p American institute of mining and metallurgical engineers, New York '29
Western national metal congress, San Francisco, Feb. 16-20. Min & Met 12:191 Ap '31

Coal division

Coal division activities, New York, Feb. 16. Min & Met 12:158-60 Mr '31
Coal men organize themselves as a division of the Institute, New York, Feb. 17-20. Min & Met 11:150-1 Mr '30; Coal Age 35:159 Mr '30
Fall meeting, Pittsburgh, Sept. 11-13. Min & Met 11:483-8 O '30
Fall meeting, Bluefield, W. Va. Oct. 9. Coal Age 36:583-4 N '31; Min & Met 12:493-4 N '31
Underground problems dominate Fairmont meeting of Coal division of A.I.M.E. Coal Age 36:179-82+ Ap '31

Institute of metals division

Annual meeting, New York, Feb. 17-20. Min & Met 11:156-60 Mr '30; Metal Ind 28:107-12 Mr '30
Annual meeting, New York, Feb. 18-19. Min & Met 12:162-4 Mr '31; Metal Ind 29:103-7 Mr '31
Meeting, Chicago, Sept. 22-26. Metal Ind 28: 461-3 O '30; Min & Met 11:509-12 N '30
Meeting, Boston, Sept. 21-25. Metal Ind 29: 419-23 O '31; Min & Met 12:480-4 N '31

Iron and steel division

Annual meeting, New York, Feb. 17-20. Min & Met 11:161-3 Mr '30
Annual meeting, New York, Feb. 17-19. Min & Met 12:160-2 Mr '31
Fall meeting, Chicago, Sept. 22-26. Iron Age 126:1138-40+ O 23 '30; Min & Met 11:509-12 N '30; Steel 87:57 O 2 '30
Fall meeting, Boston. Min & Met 12:480-4 N '31

Petroleum division

Annual meeting, New York, Feb. 18-20. Min & Met 11:152-5 Mr '30; Nat Pet N 22:40e-h, 41-2+ F 26 '30; Oil & Gas J 28:38+ F 27 '30
Annual meeting, New York, Feb. 17-19. Min & Met 12:165-8 Mr '31; Oil & Gas J 29:25+ F 26 '31
Fall meeting, 6th, Tulsa, Oct. 2-3. Oil & Gas J 29:49+ O 9 '30; Min & Met 11:515-16 N '30
Fall meeting, Houston, Texas, Oct. 2-3. Oil & Gas J 30:15+ O 8 '31; Min & Met 12: 497-9 N '31

AMERICAN institute of physics
Plans for formation of a consolidated scientific organization. Science 73:636 Je 12 '31

AMERICAN institute of refrigeration
Annual meeting, 19th, Washington, D.C., May 1-2. Refrig W 65:29+ My '30
Annual meeting, 20th, Atlantic City, April 30-May 2. Refrig W 66:33+ My '31

AMERICAN institute of steel construction
Annual convention, 7th, Biloxi, Miss., Nov. 12-15. Iron Age 124:1376-81 N 21 '29; Iron Tr R 85:1307-9+ N 21 '29; Eng N 103:809-12 N 21 '29; Manuf Rec 96:77 N 14 '29
Annual convention, 8th, Pinehurst, N. C., Oct. 28-Nov. 1. Eng N 105:731-3 N 6 '30; Iron Age 126:1320+ N 6 '30; Manuf Rec 98:54-6 N 6 '30; Steel 87:23-4+ N 6 '30
Annual convention, 9th, White Sulphur Springs, W. Va. Oct. 27-30. Iron Age 128: 1188-90+ N 5 '31; Eng N 107:737-41 N 5 '31; Steel 89:23-4+ N 2 '31; Manuf Rec 100: 23-4 O 29 '31
Progress in structural steel industry. F. H. Frankland. Can Eng 59:667-8 N 25 '30

AMERICAN international corporation
Earned $8.86 a share on 1,019,757 shares of common in 1929. M. C. Brush. Barron's 10:27 Mr 10 '30
How to recoup on issues which represent large losses. Mag of Wall St 48:396-7 Jl 11 '31
Liquidating value declines; report for 1930. Barron's 11:29 Ja 26; 23 F 2 '31
1929 dividends and interest on securities equivalent to $1 a share. Barron's 10:13 Mr 17 '30
Report to the stockholders at the annual meeting, April 2, 1930. Comm & Fin Chr 130:1495-6 Mr 1 '30

AMERICAN investors, incorporated
Earnings; securities owned Dec. 31, 1929. Comm & Fin Chr 130:624 Ja 25 '30

AMERICAN iron and steel institute
General meeting, 36th, New York, Oct. 25. Iron Age 124:1165-70 O 31 '29; Iron Tr R 85: 1102-3+ O 31 '29; Engineering 128:803 D 20 '29
General meeting, 37th, New York, May 9. Iron Age 125:1463-5 My 15 '30; Iron Tr R 86:58-61+ My 15 '30; Engineering 129:749-51 Je 6 '30
General meeting, 38th, New York, Oct. 24. Iron Age 126:1231-3 O 30 '30; Steel 87:23 O 30 '30; Blast F & Steel Pl 18:1685+ N '30; Engineering 130:759-60 D 12 '30
General meeting, 39th, New York, May 22. Iron Age 127:1763-4 My 28 '31
General meeting, 40th, New York, Oct. 23. Iron Age 128:1119-21 O 29 '31; Steel 89:15-17 O 26 '31; Blast F & Steel Pl 19:1447+ N '31

AMERICAN life convention
Annual meeting, 25th, Chicago, Oct. 1-3. East Underw 31:1+ O 3 '30; East Underw Extra ed 31:3-26 O 4 '30; Ins Field (Life ed) Convention no 59:5-46 O 4 '30; Nat Underw (Life ed) 34:3, 4, 12, 20-1 O 3 '30; Nat Underw (Life ed) Extra ed 34:3-32 O 4 '30; Spectator 125:7 O 2; 7-11+ O 9 '30; Weekly Underw 123:757+ O 4 '30
Annual meeting, 26th, Pittsburgh, Oct. 5-9. Nat Underw (Life ed) Convention no 35:3-32 O 10 '31; East Underw 32:3-4+ O 9 '31; Ins Field (Life ed) Convention no 60:5-38 O 10 '31; Spectator 127:8-9 O 8; 9-13+ O 15 '31; Weekly Underw 125:753-68 O 10 '31
Industrial section to be discussed. Spectator 126:17+ My 7 '31; Ins Field (Life ed) 60:5+ My 8 '31
Intimate and nation-wide service. Spectator 125:31+ sec 2 D 11 '30
Legal section meeting, Pittsburgh, Oct. 5-6. Nat Underw (Life ed) 35:4+ O 9 '31
Medical section meeting, Colorado Springs, June 4-6. Weekly Underw 122:1429+ Je 7 '30
Medical section meeting, 21st, Washington, May 19-21. Ins Field (Life ed) 60:5-6+ My 22 '31; Spectator 126:42-3 My 28 '31; Weekly Underw 124:1229+ My 23 '31
1929 session reviewed. C. W. Gold. Spectator 123:54 sec 2 D 12 '29
Platform. East Underw 32:13 Ja 23 '31

AMERICAN light and traction company
Huge gas developments in Middle West to benefit company. F. C. Fullerton. map Mag of Wall St 46:28-9+ My 3 '30
Net estimated at $3.47 a common share. Barron's 11:28 F 2 '31
Opportunity in a utility holding and investment company. F. C. Fullerton. Mag of Wall St 48:94-5+ My 16 '31
To divide stock. Barron's 10:5 Mr 31 '30

AMERICAN locomotive company
Annual report calendar years 1926-1929. Comm & Fin Chr 130:1831 Mr 15 '30
Earned $1.41 a share on the common in 1930. Barron's 11:26 F 23 '31
Earnings, 1929. Barron's 10:7 Ja 13 '30
Equities grow. Barron's 10:11 Ap 28 '30

AMERICAN machine and foundry company
Earnings. Barron's 10:10 O 6 '30
Earnings gained in 1930. Barron's 11:9 Ap 13; 25 Ap 20 '31
Net up 85%; trend toward five-cent cigar increases demand for automatic equipment. Barron's 10:10 My 5; 20 My 12 '30
Profit gains 33%. Barron's 10:21 Ag 11; 18 Ag 25 '30
Six attractive common stock investments. J. Durand. Mag of Wall St 47:99 N 15 '30
Stake in tobacco machine equipment. M. C. Crawford. Mag of Wall St 48:34 My 2 '31
Two machinery leaders in strong investment position. C. H. Owen. il Mag of Wall St 45:1020-1 Ap 19 '30

AMERICAN machine and metals, inc.
Change in name and management of Manhattan electrical supply co. Barron's 10:10 Jl 7 '30
Listing. Comm & Fin Chr 131:117 Jl 5 '30

AMERICAN machinist (periodical)
Reprint of edition of March 6, 1880, which includes an account of the formation of a national society of mechanical engineers. Am Mach 72:1-16 sec 2 Ap 3 '30

AMERICAN management association
Annual convention, New York, May 12-14. Factory & Ind Management 79:1374-5 Je '30
Insurance conference, Chicago. East Underw 32:1+ My 1 '31; Ins Field (Fire ed) 60:7+ Ap 30 '31; Nat Underw 35:3+ Ap 30 '31; Spectator 126:13 Ap 30 '31
Insurance from the buyer's standpoint; the significance of the insurance division of the American management association. East Underw 31:32-3 D 12 '30
Newly organized insurance division. Weekly Underw 122:1617 Je 28 '30; Same. Spectator 125:32 Jl 3 '30
Personnel conference, Niagara Falls, N.Y., Feb. 2-4. Iron Age 127:524 F 5 '31
Symposium of the new industrial marketing division, Chicago, March 5-6. Iron Tr R 86: 61+ Mr 13 '30; Automotive Ind 62:439-41 Mr 15 '30

AMERICAN manganese producers' association
Annual convention, 3d, Washington, Nov. 10-11. Eng & Min J 130:538 N 24 '30; Manuf Rec 98:39 N 20 '30; Steel 87:26 N 13 '30; Oil Paint & Drug Rep 118:21+ N 17 '30

AMERICAN manufacturers of toilet articles
Annual meeting, 36th, New York, April 22-24. Oil Paint & Drug Rep 117:19+ Ap 28; 21+ My 5 '30
Annual convention, New York, April 21-23. Oil Paint & Drug Rep 119:17+ Ap 27 '31

AMERICAN medical association
Do the food industries need added policing? O. F. Rost. Food Ind 3:335-6 Ag '31
Food industry fears A.M.A. may kill as well as cure. Business Week p7-8 Je 24 '31
Medical association becomes food jury. Adv & Sell 17:32 Je 24 '31

AMERICAN merchant marine library association
Floating libraries for seamen. Mrs H. Howard. Marine R 60:27 Je '30

AMERICAN mining congress

Annual convention, 32d, Washington, D.C., Dec. 4-7. Min Cong J 15:933-6; 16:11-16 D '29-Ja '30; Coal Age 34:768-9 D '29; Eng & Min J 128:936-9 D 14 '29; Manuf Rec 96:64 D 12 '29; Oil Paint & Drug Rep 116:22B D 9 '29

Annual convention, 33d, Washington, Dec. 4-6. Min Cong J 17:26-31 Ja '31; Coal Age 36:42 Ja '31

Annual industrial development conference of the Southern division, 5th, Little Rock, Ark., March 10-12. Min Cong J 16:422-4 Ap '30; Manuf Rec 97:67-8 Mr 13; 58 Mr 20 '30

Annual industrial development conference of the Southern division, 6th, Louisville. Manuf Rec 99:26-7 Mr 26 '31; Min Cong J 17:190-1 Ap '31

Practical coal operating men, 7th annual convention, Cincinnati, Ohio, May 5-9. Min Cong J 16:447-52, 501-17 My-Je '30; Coal Age 35:291-305 My '30

Practical coal operating men, 8th annual convention, Cincinnati, Ohio, May 11-15. Min Cong J 17:232-57, 294-303 My-Je '31; Coal Age 36:290-300 Je '31

What the American mining congress means to the mining industry. L. S. Cates. Min Cong J 16:883 D '30

Work of the American mining congress. R. E. Tally. Min Cong J 15:925-6 D '29

Western division

Annual meeting, El Paso, Texas, Oct. 13-15. Eng & Min J 130:407-8 O 23 '30; Min & Met 11:512-14 N '30; Min Cong J 16:863-6+ N '30

Joint meeting with American institute of mining and metallurgical engineers, Joplin, Sept. 28-30. Min & Met 12:476-9 N '31

AMERICAN multigraph company

Proposed merger with Addressograph international corp. Comm & Fin Chr 131:3209-10 N 15 '30

AMERICAN museum of natural history

Birds of a bleak arctic island; Little Diomede for a museum habitat group. il Sci Am 142:435 Je '30

Central Asiatic expeditions

Arrest of geologic, archeologic and paleontologic work in Central Asia. H. F. Osborn. Science 74:139-42 Ag 7 '31

AMERICAN museum of public recreation

Coney Island's museum. il Sci Am 142:442-3 Je '30

AMERICAN news company

Covering a continent; a story of newsstand distribution and sales. 61p American News co, inc, New York '31

AMERICAN newspaper publishers' association

Advertising sidelights on the newspaper convention. Ptr Ink 151:49-50+ My 1 '30

Annual convention, 45th, New York, April 23-25. Adv & Sell 14:34+ Ap 30 '30

Annual meeting. Ptr Ink 155:25-6 Ap 30 '31

Excerpts from reports submitted to the convention. B. A. Grimes. Ptr Ink 155:73-6 Ap 23 '31

Bureau of advertising

Publishers are told upward curve is ahead for business; Bureau of advertising makes annual report. Ptr Ink 151:154+ Ap 24 '30

AMERICAN oil burner association

Annual convention, 7th, Chicago, April 7-12. Heat & Ven 27:107-9 My '30; Dom Eng 131:90+ Ap 19 '30

Annual convention, 8th, Philadelphia, April 13-16. Dom Eng 135:87-8+ My 2 '31

AMERICAN oil chemists society

Annual meeting, New Orleans, May 14-15. Oil Paint & Drug Rep 119:17+ My 25 '31

AMERICAN oil men's association

Association dissolved. Oil Paint & Drug Rep 116:21 N 11 '29; Pet Age 23:32 N '29

AMERICAN order of steam engineers

Annual convention, 44th, Philadelphia, June 9-12. Power 71:1008 Je 24 '30

AMERICAN paint and varnish manufacturers association

Annual meeting, 5th, Toronto, Ontario, Oct. 13-14. Oil Paint & Drug Rep 118:44-53 O 30 '30

National paint associations change their whole form of organization. Oil Paint & Drug Rep 118:21+ O 20 '30

AMERICAN paper and pulp association

American paper and pulp association on new basis. J. H. Neal. Pulp & Pa M Can 31:334-6+ Mr 5 '31

Annual convention, 53d, New York city. Paper Tr J 90:106-26 F 20 '30

Annual convention, 54th, New York. Paper Tr J 92:79-96 F 19 '31

Live association betokens a successful industry. S. L. Willson. Pulp & Pa M Can 29:315-17 F 27 '30

AMERICAN petroleum institute

Activity of institute during past year. E. B. Reeser. Am Pet Inst Bul 11:4-10 sec 1 Ja 2 '30; Excerpts. Oil & Gas J 28:139+ D 5 '29; Abstract. Nat Pet N 21:23-4 D 4 '29

Annual meeting, 10th, Chicago, Dec. 2-5. Am Pet Inst Bul 10:1-47 D 6 '29; 11:3-54, 3-33, 3-163 sec 1-3 Ja 2 '30; Nat Pet N 21:19-24, 33-57+ D 4; 26-7, 34-49 D 11 '29; Oil & Gas J 28:53-84 D 5; 39-41 D 12 '29; Oil Paint & Drug Rep 116:22C D 9 '29; Pet Age 23:34+ D '29

Annual meeting, 11th, Chicago, Nov. 10-13. Oil & Gas J 29:47+ N 13; 29+ N 20 '30; Oil Paint & Drug Rep 118:21+ N 17 '30

Automotive transportation division meeting, Tulsa, Sept. 1-3. Oil & Gas J 29:34+ S 11 '30

Division of production annual midyear meeting, Dallas, June 3-4. Oil & Gas J 30:15+ Je 11 '31

Institute affords medium for study of marketers' common problems. P. E. Hadlick. Nat Pet N 22:243-4+ N 12 '30

List of officers, directors and divisional committees. Oil & Gas J 29:40 N 20 '30

Marketing division meeting, Tulsa. Oil & Gas J 29:49+ O 9 '30

Mid-continent district of the Division of production, spring meeting, Tulsa, May 23-24. Oil & Gas J 29:31+ My 29 '30; Nat Pet N 22:40-4 My 28 '30

Mid-continent district of the Division of production, spring meeting, Tulsa, Mar. 27. Nat Pet N 23:53 Ap 1 '31; Oil & Gas J 29:22+ Ap 2 '31

Questions for A.P.I. survey as guide in future. W. R. Boyd, jr. Oil & Gas J 29:128+ O 23 '30

Southwestern district of Division of production fall meeting, Galveston, Sept. 4-5. Oil & Gas J 29:31+ S 11 '30

Southwestern district of A. P. I. Division of production, annual meeting, Lufkin, Texas, Sept. 22-23. Oil & Gas J 30:14+ O 1 '31

Southwestern district of Division of production, spring meeting, Midland, Texas, April 10. Oil & Gas J 28:38+ Ap 17 '30

Text of Doherty resignation as A.P.I. director. Nat Pet N 23:28-30 Je 10 '31

AMERICAN pharmaceutical association

Annual meeting, 78th, Baltimore, May 10. Oil Paint & Drug Rep 117:18+ My 12 '30

AMERICAN pharmaceutical manufacturers' association

Annual meeting, 23d, Hot Springs, Va. June 9-12. Oil Paint & Drug Rep 117:21-4+ Je 16 '30

Annual meeting, 24th, French Lick, Ind. May 25-28. Oil Paint & Drug Rep 119:17+ Je 1; 19-21+ Je 8 '31

Midyear meeting, Washington, Dec. 16-17. Oil Paint & Drug Rep 116:21-3+ D 23 '29

AMERICAN piano company

Reorganization. Comm & Fin Chr 130:2395-6 Ap 5 '30

AMERICAN power and light company

Is American power & light attractive? E. E. Allen, jr. Barron's 11:22-3 N 2 '31

Position strong. Barron's 10:15 D 15 '30

Strongly diversified and prepared for expanding business. F. C. Fullerton. il Mag of Wall St 47:688-9+ Mr 21 '31

AMERICAN power and light company—*Cont.*

Three factors contribute to present strength and future promise. F. C. Fullerton. il Mag of Wall St 45:932-3 Ap 5 '30

What yields are safe yields in this market? Mag of Wall St 47:163-4 N 29 '30

AMERICAN provident society, inc., of New York

New organization to popularize thrift. East Underw 31:9 Mr 7 '30

AMERICAN public health association

American public health association year book, 1930-1931. 320p American public health assn, 370 Seventh av, New York '31

Annual meeting, 59th, Fort Worth, Oct. 27-30. Eng N 105:737-9 N 6 '30

Sanitary engineers and American public health association Montreal meeting. Eng N 107:515 S 24 '31

AMERICAN public utilities company

Merged and consolidated into the Midland United co. Comm & Fin Chr 131:3204 N 15 '30

AMERICAN pulp and paper mill superintendents association

Annual convention, 11th, Philadelphia, May 29-31. Paper Tr J 90:43-6+ Je 5 '30

Annual convention, 12th, Dayton, Ohio. Paper Tr J 92:23-5+ Je 11 '31

AMERICAN radiator and standard sanitary corporation

King pin in the building equipment industry. W. R. Smith. Mag of Wall St 46:362-4 Je 28 '30

Report for 1930. Barron's 11:5 Ap 6 '31

AMERICAN railway association

Special session, Chicago, May 15. Ry Age 88:1243-6 My 24 '30

Electrical section

Annual meeting, 2d, Chicago, Oct. 29-30. Ry Age 89:1028-31+ N 15 '30

Equipment painting section

Annual meeting, 9th, Chicago, Sept. 9-11. Ry Mech Eng 104:547-9+ O '30

Freight claim division

Annual session, 39th, Seattle, June 10-13. Ry Age 88:1468-72 Je 21 '30

Freight station section

Annual meeting, 10th, Louisville, Ky. June 17-20. Ry Age 89:65-6 Jl 12 '30

Mechanical division

Annual meeting, 11th, Atlantic City, June 18-25. • Ry Age 88:1454D63-74, 1454D115-38, 1548D11-35, 1548D114-31, 1548D140-59, 1548D167-82 Je 19-21, 24-26 '30

Annual meeting, 12th, Chicago, June 23-24. Ry Age 90:1240-53 Je 27 '31; Ry Mech Eng 105:349-66 Jl '31

Motor transport division

Annual meeting, 2d, Toronto, Ont., Nov. 12-15. Ry Age 87:1226-8 sec 2 N 23 '29; Bus Transportation 8:655 D '29

Annual meeting, 3d, Chicago, Nov. 11-13. Ry Age 89:1116-33 sec 2 N 22 '30; Bus Transportation 9:655-6 D '30

Meeting, Atlantic City, June 18-20. Ry Age 88:145D75-7, 1454D143; 89:184-97 Je 19-20, sec 2 Jl 26 '30

Purchases and stores division

Annual meeting, 11th, Atlantic City, June 18-20. Ry Age 88:1454D78-97, 1454D144-64, 1548D36-48 Je 19-21 '30

Annual convention, 12th, Atlanta, Ga. May 19-21. Ry Age 90:1025-38 My 23 '31

Safety section

Annual meeting, 10th, Denver, Colo. July 1-3. Ry Age 89:50-5 Jl 12 '30

Annual meeting, 11th, Chicago, May 19-21. Ry Age 90:1076-80 My 30 '31

Annual meeting, Chicago, Oct. 13-15; merged with Steam railroad section of National safety council. Ry Age 91:677-8 O 31 '31

Signal section

Annual convention, 37th, New York, May 12-13. Ry Age 90:989-94 My 16 '31

Meeting, Hot Springs, Ark., Sept. 9-11. Ry Age 89:583-8 S 20 '30

Telegraph and telephone section

Annual convention, Toronto, Sept. 16-19. Ry Age 89:624-7 S 27 '30

Transportation division

Annual meeting, 11th, Cleveland, May 7-9. Ry Age 88:1187-8 My 17 '30

AMERICAN railway bridge and building association

Annual convention, 40th, Louisville, Ky. Oct. 21-23. Ry Age 89:943-7, 987-91 N 1-8 '30

AMERICAN railway development association

Annual meeting, 22d, Duluth, Minn. June 18-20. Ry Age 88:1598-9 Je 28 '30

Annual meeting, 23d, Philadelphia, June 17-19. Ry Age 90:1231-2 Je 27 '31

Semi-annual meeting, 21st, Chicago, Dec. 5-6. Ry Age 87:1379-80 D 14 '29

Semi-annual meeting, 22d, Chicago, Dec. 4-5. Ry Age 89:1264 D 13 '30

AMERICAN railway engineering association

Annual meeting, 31st, Chicago, March 11-13. Eng N 104:489-92 Mr 20 '30

Annual meeting, 32d, Chicago, March 10-11. Ry Age 90:528D33-70, 528D78-115 Mr 11-12 '31; Eng N 106:484-6 Mr 19 '31

AMERICAN railway express company. See Railway express agency, inc.

AMERICAN railway tool foremens' association

Annual convention, 18th, Chicago, Sept. 9-12. Ry Age 89:575 S 20 '30; Ry Mech Eng 104:550-3+ O '30

AMERICAN refractories institute

Combined meeting with the American ceramic society, Toronto, Ont., Feb. 16-20. Iron Tr R 86:66 F 27 '30

AMERICAN republics

International conferences of American states, 1889-1928. J. B. Scott, ed. 551p $3.50 Oxford '31

AMERICAN road builders' association

Annual meeting, Washington, D. C. May 14-16. Roads & Sts 71:244-5 Je '31

Annual road show and convention, 27th, Atlantic City, Jan. 13-17. Manuf Rec 97:56-7 Ja 23; 52-3 Ja 30 '30; Can Eng 58:145-9 Ja 21 '30; Eng N 104:137-40 Ja 23 '30; Pub Works 61:70-8 F '30; Roads & Sts 70:23-6, 27-40+ Ja '30; Good Roads 73:68-70+ F '30

Annual road show and convention, 28th, St Louis, Jan. 12-16. Eng N 106:155-7 Ja 22 '31; Concrete 38:33-4 F '31; Manuf Rec 99:44-5 Ja 22 '31; Pub Works 62:34-5+ F '31; Roads & Sts 71:49-60 F '31; Can Eng 60:19-21 Ja 27 '31

AMERICAN rolling mill company

Annual report, 29th, year ended Dec. 31, 1929 Comm & Fin Chr 130:2016 Mr 22 '30

Changes at the American rolling mill co. pors Blast F & Steel Pl 18:294-5+ F '30

Companies which have strengthened their position by dividend adjustments. Mag of Wall St 48:98-9 My 16 '31

Even Armco can't escape rumor as steel independents coalesce. Business Week p24-5+ O 15 '30

Listing. Comm & Fin Chr 130:4419-20 Je 21 '30

Non-dividend payers with possibilities. Mag of Wall St 47:830 Ap 18 '31

Notes offered. Comm & Fin Chr 131:2698-9 O 25 '30

AMERICAN safety razor corporation

Court ruling on puffery; it declares that a company may legitimately foster and maintain competition among its own products. Ptr Ink 150:162+ Ja 30 '30

AMERICAN salpa corporation

Power for a new American industry; plant for the manufacture of reconstructed leather at Spotswood, N. J. il diags Power Pl Eng 34:420-6 Ap 15 '30

AMERICAN school of classical studies, Athens

Loring Hall. J. V. Van Pelt. il plan Arch Forum 53:451-2 O '30

AMERICAN school of prehistoric research

Annual session, 10th, Paris and Prague, July 1-Sept. 3. Science 73:98-9 Ja 23 '31

Excavations in Palestine. Science 73:607 Je 5 '31

AMERICAN ship building company

Annual report, 31st, year ended June 30, 1930. Comm & Fin Chr 131:2059 S 27 '30

AMERICAN short line railroad association

Annual meeting, 18th, Louisville, Ky. Oct. 14-15. Ry Age 91:673-4+ O 31 '31

AMERICAN smelting and refining company

American smelting & refining company's enterprises in Utah. J. B. Huttl. flow sheets il Eng & Min J 129:335-9, 509-12 Ap 7, My 23 '30

Annual report, 31st, for the year ended Dec. 31, 1929. Comm & Fin Chr 130:1642, 1675-6 Mr 8 '30

Earned $10 on common in 1929. Barron's 10:19 F 10 '30

Good showing in 1930. Barron's 11:10 Mr 9 '31

Investment analysis. J. E. Prescott. Credit Mo 32:27-30 D '30

Pension plan approved. Comm & Fin Chr 130: 2584 Ap 12 '30

AMERICAN society for municipal improvements

Annual convention, 36th, Richmond, Oct. 13-17. Eng N 105:657-60 O 23 '30

Name changed to American society of municipal engineers

AMERICAN society for steel treating

Annual convention, Chicago, Sept. 22-26. Steel 87:43-4+ O 2; 50+ O 9 '30

Annual convention, Boston, Sept. 22. Steel 89: 41-2 O 1 '31

Semi-annual meeting, 3d, New York, Feb. 7-8. Iron Age 125:515-17 F 13 '30; Iron Tr R 86: 54-5+ F 13 '30

AMERICAN society for testing materials

Annual convention, 33d, Atlantic City, June 24-27. Eng N 105:20-3, 58-61 Jl 3-10 '30; Iron Age 126:26, 29-30 Jl 3 '30; Steel 87: 65 Jl 3 '30; Foundry 58:64-7 Jl 15 '30; Metal Ind 28:328-30 Jl '30; Ry Age 89:8-10 Jl 5 '30; Engineering 130:280-2 Ag 29 '30

Annual convention, 34th, Chicago, June 23-26. Eng N 107:22-6 Jl 2 '31; Iron Age 128:26-8 Jl 2 '31; Ry Age 91:7-8+ Jl 4 '31; Chem & Met Eng 38:398-9 Jl '31; Foundry 59:50-2 Jl 15 '31

Annual group meetings of committees, Detroit, March 17-21. Iron Age 125:938-9 Mr 27 '30; Iron Tr R 86:70-1 Mr 27 '30; Metal Ind 28: 164-5 Ap '30

Annual group meetings of committees, 10th, Pittsburgh, Mar. 16-20. Iron Age 127:1053-4 Mr 26 '31

Textile committee

Committee D-13 meeting, Atlantic City, N. J., June 23-27. Textile World 77:3766-7 Je 28 '30

Committee D-13 meeting, New York, Mar. 12-13. Textile World 79:1314-15 Mr 21 '31

Committee D-13 report. Textile World 79:2776-7 Je 27 '31

Committee D-13, spring meeting, Charlotte, N.C., March 13-14. Textile World 77:1746-7 Mr 22 '30

AMERICAN society of civil engineers

Annual meeting, 78th, New York, Jan. 21-23. Eng N 106:198-202 Ja 29 '31

Awards, 1930. Science 72:61-2 Jl 18 '30

Fall meeting, St Louis, Oct. 1-4. Eng N 105: 577-80 O 9 '30

Fall meeting, St Paul, Minn. Oct. 7-10. Eng N 107:619-22 O 15 '31

Functional expansion, an enlarged program. Am Soc C E Proc 56:[Soc affairs] 55-62 Mr '30

Medals and prizes awarded at annual meeting, New York, Jan. 21. Eng N 106:164-5 Ja 22 '31

Spring meeting, Sacramento, Calif., April 23-25. Eng N 104:732-4 My 1 '30

Spring meeting, Norfolk, Va., April 15-17. Eng N 106:693-5 Ap 23 '31

Summer meeting, Cleveland, July 9-11. Eng N 105:98-101 Jl 17 '30

Summer meeting, Tacoma, Wash., July 8-10. Eng N 107:103-5 Jl 16 '31

Technical division meetings. Eng N 104:156-9 Ja 23 '30

AMERICAN society of heating and ventilating engineers

Annual meeting, 36th, Philadelphia, Jan. 27-31. Heat & Ven 27:93-106 F '30; Dom Eng 130:78+ F 8; 71-2 F 22 '30; Power 71:190 F 4 '30; Heating-Piping 2:233-65 Mr '30

Annual meeting, 37th, Pittsburgh, Jan. 26-29. Heating-Piping 3:238-63 Mr '31; Dom Eng 134:78-80+ F 7 '31; Heat & Ven 28:74-9 F '31; Power 73:272 F 10 '31

Officers and council members; portraits. Heating-Piping 2:349-54 Ap '30

Papers presented before the A.S.H.V.E., 1895 to 1929. Heating-Piping 2:429-38 My '30

Regulations governing the research committee of the A.S.H.V.E. Heating-Piping 2:245-6 Mr '30

Summer meeting, Minneapolis, Minn., June 24-27. Heat & Ven 27:105-11 Jl '30; Dom Eng 132:67-70+ Jl 12 '30; Heating-Piping 2:698-712 Ag '30

Summer meeting, Swampscott, Mass. June 22-25. Heating-Piping 3:707-16 Ag '31; Heat & Ven 28:77-9 Ag '31

Survey of the society's research interests. Heating-Piping 3:797-9 S '31

Research laboratory

New research era is started by A.S.H.V.E. Dom Eng 135:81+ Je 13 '31

Progress in research in the A.S.H.V.E. laboratory. F. C. Houghten. il diag Dom Eng 130:47-50+ Ja 25 '30

AMERICAN society of mechanical engineers

Annual meeting, 50th, New York, Dec. 1-6. Mech Eng 52:88-90 Ja '30; Iron Tr R 85:1504-7 D 12 '29; Automotive Ind 61:856-9 D 14 '29; Power 70:916-25 D 10 '29; Power Pl Eng 34:78-83 Ja 1 '30

Annual meeting, 51st, New York, Dec. 1-5. Mech Eng 53:74-83 Ja '31; Power 72:920-37 D 9 '30; Steel 87:25, 48, 50 D 11; 56+ D 18 '30; Am Mach 73:950a D 11 '30; Automotive Ind 63:856-9 D 13 '30; Ry Age 89:1267 D 13 '30; Factory & Ind Management 81:52+ Ja '31; Mach 37:372 Ja '31; Power Pl Eng 35:103-7 Ja 1 '31

50th anniversary. Mech Eng 52:509-28 My '30; Am Mach 72:643-7 Ap 17 '30; Factory & Ind Management 79:1092-4 My '30; Iron Tr R 86:70+ Ap 10 '30; Mach 36:714-16 My '30; Power 71:578-81, 584-5 Ap 15 '30; Engineer 149:464-5 Ap 25 '30; Engineering 129:545-8 Ap 25 '30

Fifty years of the A.S.M.E. C. W. Rice. Mech Eng 52:261-76 Ap '30

Genesis and evolution; a condensed history. pors il Am Mach 72:551-74 Ap 3 '30

National fuels meeting, 4th, Chicago, Feb. 10-13. Power Pl Eng 35:321-5 Mr 1 '31; Power 73:328-34 F 24 '31

Record and index; volume 2—1928. 431p American society of mechanical engineers, New York '29

Regional meeting, Kansas City, Sept. 7-9. Power 74:437-8 S 22 '31

Semi-annual meeting, Detroit, June 9-12. Mech Eng 52:727-9 Jl '30; Iron Tr R 86:70-2 Je 19 '30; Power 71:955-8 Je 17 '30; Power Pl Eng 34:778-9 Jl 1 '30

Semi-annual meeting, Birmingham, Ala. April 20-24. Power 73:674-5 Ap 28 '31

Semi-annual meeting, Hartford, June 1-3. Iron Age 127:1920-2+ Je 11 '31

Synopses of A.S.M.E. Detroit meeting papers. Mech Eng 52:651-4 Je '30

Synopses of A.S.M.E. transactions papers. Mech Eng 53:89-90 Ja '31

To perpetuate great names; portraits of presidents and honorary members of A.S.M.E. Mech Eng 52:277-403 Ap '30

Aeronautical division

National meeting, 4th, Dayton, Ohio, May 19-22. il diags Automotive Ind 62:832-8 My 31 '30; Aviation 28:1088-92 My 31 '30; Airway Age 11:803 Je '30

AMERICAN society of mechanical engineers—
Aeronautical division—*Continued*
National meeting, 5th, Baltimore, May 12-14. Aviation 30:421-4 Jl '31

Iron and steel division

Meeting, Chicago, Sept. 23-26. Steel 87:59 O 2 '30

Oil and gas power division

Meeting, 3d, Pennsylvania State College, June 12-14. Power 71:1002-3 Je 24 '30; Automotive Ind 62:942-3 Je 21 '30
Meeting, 4th, Madison, Wis. June 23-26. Power 74:7-13 Jl 7 '31; Power Pl Eng 35:708-10 Jl 1 '31

Petroleum division

Meeting, 1st, Tulsa. Oil & Gas J 29:139 O 16 '30
Work of A.S.M.E. Petroleum division. W. G. Heltzel. Oil & Gas J 29:128+ O 9 '30

Standardization committee

A.S.M.E. and standardization under the A.S.A W. S. Monroe. Mech Eng 52:209-10 Mr '30

Textile division

Meeting, Boston, May 2. Textile World 77: 2856-7 My 10 '30

AMERICAN society of municipal engineers (formerly American society for municipal improvements)
Convention, Pittsburgh, Oct. 19-23. Eng N 107:697-700 O 29 '31

AMERICAN society of plant physiologists
Awards to George J. Peirce and Charles A. Shull. Science 71:218-19 F 21 '30

AMERICAN society of refrigerating engineers
Annual meeting, 25th, New York, Dec. 4-7. Refrig W 64:29+ D '29; Power 70:982-3 D 17 '29; Refrig Eng 19:30-2 Ja '30
Annual meeting, 26th, New York, Dec. 3-6. Refrig Eng 21:42-3+ Ja '31; Power 72:982-3 D 16 '30
Men who have made the Society; presidents of the past twenty-five years. pors Refrig Eng 18:175-9 D '29
Revised constitution; subject to adoption at 18th western meeting. Refrig Eng 21:224-7 Mr '31
Spring meeting, 17th, Atlanta, May 7-9. Refrig W 65:18 My '30; Power 71:793 My 20 '30
Spring meeting, 18th, Kansas City, May 6-8. Power 73:788-9 My 19 '31
Twenty-five year index to Society transactions. Refrig Eng 18:181-204 D '29

AMERICAN society of safety engineers
Annual meeting, New York, May 27. Safety Eng 61:331 Je '31
Regular monthly luncheon meeting of the Metropolitan chapter, New York, June 19. Safety Eng 59:21-2 Jl '30

AMERICAN society of sanitary engineering
Annual convention, 25th, Winnipeg, Aug. 12-15. Dom Eng 132:131-8 Ag 23 '30
Annual convention, 26th, Richmond, Va. Sept. 8-11. Dom Eng 136:125-7+ S 19; 137:136 O 3 '31

AMERICAN solvents and chemical corporation
Listing. Comm & Fin Chr 130:4243 Je 14 '30
Rossville commercial alcohol corp. and General industrial alcohol corp. to merge with American solvents & chemical corp. Comm & Fin Chr 130:3544 My 17 '30; Oil Paint & Drug Rep 117:20 My 19 '30

AMERICAN standards association
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Gas fired boiler for asphalt handling. J. B. Nealey. il Am Gas Assn Mo 12:352-3 Ag '30; Same. Roads & Sts 70:294-5 Ag '30; Same. Am Gas J 133:49-50 S '30

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Anti-trust suit challenges trade association practices. Business Week p12 Ja 7 '31

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Injury resulting from assault by fellow employee held compensable in Oklahoma. Monthly Labor R 30:577-8 Mr '30

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Fire and chemical analysis; Homestake mining company. N. Herz. Eng & Min J 132: 308-9 O 12 '31

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Assembling new type lock-washer on nuts. il diags Mach 37:370-1 Ja '31

Assembling radiation fins on heater tubing. P. H. White. diags Mach 37:198-200 N '30

Design of a high-speed assembling machine. C. O. Herb. il Mach 37:347-9 Ja '31

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Air drill on foot press speeds up screwdriving; Allen-Bradley co, Milwaukee, Wis. il Mach 37:131 O '30

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Assembling 4440 lubricator fittings per hour; Alemite corporation, Chicago. il diags Mach 36:873-4 Jl '30

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Conveyors aid production problem; Dayton pump and manufacturing co. il Iron Age 125:300-2 Ja 23 '30

Conveyors for efficient operation. K. B. Knapp. il Power Pl Eng 35:168 Ja 15 '31

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Making one thousand shock absorbers an hour; Spicer mfg. co. Toledo, Ohio. C. O. Herb. il Mach 36:929-33 Ag '30

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Monorail for progressive assembly; Hawthorne works, Western electric company. W. H. Pagenkopf. il diag Am Mach 75:591-3 O 15 '31

Oval assembly line a feature of DeVaux-Hall plant. il Iron Age 128:304-8 Jl 30 '31

Overhead traveling storerooms lower cost of making fans; East Springfield works of the Westinghouse electric & mfg. co. T. O. Armstrong. il plan Iron Age 127:540-5 F 12 '31

Planned methods make assembly easy when handling helps; hand telephone set. J. T. Kane. il diag Factory & Ind Management 82: 186b, 187-90 Ag '31

Plant facilities for the manufacture of the Autocar Blue Streak realigned in accordance with output rate and investment. J. Geschelin. il diag Automotive Ind 62:394-7+ Mr 8 '30

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Progressive conveyor assembly; Durant motors, inc., Lansing, Mich. il Iron Age 124: 1374-5 N 21 '29

Radio sets put on production basis; Crosley radio corp., Cincinnati. J. B. Nealey. il Iron Age 124:1717-21 D 26 '29

Rearrangement adds to capacity; Box crane & hoist corporation, Philadelphia. il Iron Age 125:1156-8 Ap 17 '30

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Saving in costs from new plant arrangement; Dodge brothers, inc. B. Finney. il plan Iron Age 128:366-9 Ag 6 '31

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Smooth flow of production assures minimum inventory; Houde engineering company. il Factory & Ind Management 80:301-3 Ag '30

Stamping and assembling 100 bodies an hour; Murray corporation unit. C. W. Avery. il Am Mach 72:397-401 Mr 6 '30

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Three models on one assembly line; Marmon plant. il Am Mach 71:881 N 28 '29

Trim shop is automatically scheduled to fit progress of assembly line; Dodge bros. corp., Detroit. J. Geschelin. il plan Automotive Ind 63:788-94 N 29 '30

Turnover of 30 times a year through mastered control; Peerless motor car corp. L. A. Baron. il Iron Age 127:533-8+ F 12 '31

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Wayside pumps in process; Gilbert & Barker manufacturing company. il plan Am Mach 72:655-7 Ap 17 '30

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Ancient receivership in Reciprocal case near end. Nat Underw 35:30 Je 11 '31

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Associated system has retired $121,000,000 underlying issues. S. O. Sears. Elec W 97:251 Ja 31 '31

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Fall meeting, Rye, N. Y., Oct. 6-8. Eng N 105:629-30 O 16 '30

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Straight facts about the grocery warehousing plan. G. D. Olds, jr. Sales Management 21:61+ Ja 11 '30

We keep our experienced men. G. D. Olds, jr. System 57:231 Mr '30

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Debentures offered. Comm & Fin Chr 131:111-12 Jl 5 '30

ASSOCIATED telephone utilities company

Debentures offered. Comm & Fin Chr 130:466 Ja 18 '30

ASSOCIATED traffic clubs of America

Annual meeting, Cincinnati, Ohio, April 24-25. Ry Age 88:1068-72 My 3 '30

Meeting, Atlanta, Oct. 8-9. Ry Age 89:795-8 O 18 '30

Meeting, Tulsa, Oct. 28-29. Ry Age 91:756-7 N 14 '31

ASSOCIATION advertising. See Advertising, Association

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Association work; willingness to do some of it makes one a member of the clique. J. W. Wetter. Min & Met 11:528 N '30

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Trade associations

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Personnel research agencies. 1930 edition. U S Bur Labor Statistics Bul 518:1-197 '30

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Trade associations—Directories

Finance

Plan followed for organizations to pay off obligations through the medium of life insurance. Nat Underw (Life ed) 35:24 Ag 7 '31

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Inaugurate national association to foster science in marketing. Sales Management 27:472 S 26 '31

ASSOCIATION of bank women

Annual convention, 8th, Cleveland. Trust Companies 51:549-50 O '30

ASSOCIATION of British chemical manufacturers

Survey of its activities and those of related bodies. Chem Age (Lond) 21:617-18 D 28 '29

Survey of its activities and those of related bodies. Chem Age (Lond) 23:617-18 D 27 '30

ASSOCIATION of casualty and surety executives

Annual meeting, New York, May 5. Nat Underw 35:31 My 7 '31

Association in active operation less than a year. A. D. Reid. Spectator 123:23 sec 2 D 12 '29

Traveling, speaking, teaching. Spectator 125:23+ sec 2 D 11 '30

ASSOCIATION of Dominion land surveyors

Annual convention, 23d, Ottawa, Feb. 5-6. Can Eng 58:247-50 F 25 '30

ASSOCIATION of Dominion land surveyors —Continued
Annual convention, 24th, Ottawa, Feb. 4-5. Can Eng 60:19-20+ F 17 '31

ASSOCIATION of fire insurance general agents
Annual convention, 5th, Richmond. Weekly Underw 122:1155+ My 10 '30; Ins Field (Fire ed) 59:13 My 8 '30

ASSOCIATION of German gas works, inc.
German gas works; their organization and problems. G. Hirschfeld. Am Gas J 132:38-40 My '30

ASSOCIATION of governmental officials in industry of the United States and Canada (formerly Association of governmental labor officials)
Annual meeting, 18th, Boston, May 18-22. Monthly Labor R 33:89-92 Jl '31
Sixteenth annual convention, Toronto, Canada, June 4-7, 1929. U S Bur Labor Statistics Bul 508:1-179 '30

History

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Annual convention, Atlantic City, Feb. 18-20. Eng N 106:376-7 F 26 '31
Annual convention, Syracuse, New York. Eng N 104:373 F 27 '30

ASSOCIATION of iron and steel electrical engineers
Annual meeting, 26th, Buffalo, June 16-20, Iron Tr R 86:53-5 Je 26 '30
More standardization is needed. F. W. Cramer. Elec J 27:341-2 Je '30

ASSOCIATION of licensed manufacturing perfumers of Canada
Annual meeting, 2d, Corbyville, Ontario, June 4-5. Oil Paint & Drug Rep 117:18 Je 30 '30

ASSOCIATION of life agency officers
Association represents practically whole body of life insurance in North America. A. N. Mitchell. Spectator 123:33+ sec 2 D 12 '29
Joint meeting with Life insurance sales research bureau, Chicago, Oct. 28-29. Ins Field (Life ed) 59:7-8+ O 31 '30; East Underw 31:4 O 31 '30; Nat Underw (Life ed) 34:5+ O 31 '30; Spectator 125:3+ O 30; 7+ N 6 '30
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Medical directors of America. Spectator 125:50 sec 2 D 11 '30

ASSOCIATION of life insurance presidents
Address of chairman. J. R. Hardin. Spectator 123:19+ sec 2 D 12 '29
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Annual meeting, 24th, New York, Dec. 11-12. Ins Field (Life ed) 59:9-10 D 19 '30; Spectator 125:3+ D 18 '30; Weekly Underw 123:1309+ D 13 '30
Guarding life insurance reserves. Spectator 125:17+ sec 2 D 11 '30
Leaders from many fields to feature Life presidents association meeting in December. East Underw 31:3-5 O 24 '30
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Advertising interests meet with government chiefs. B. A. Grimes. Ptr Ink 153:42+ N 20 '30
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ASSOCIATION of official agricultural chemists
Annual convention, 46th, Washington, Oct. 20-22. Oil Paint & Drug Rep 118:19 O 27 '30
Annual meeting, 47th, Washington, D. C. Oil Paint & Drug Rep 120:17+ N 9 '31

ASSOCIATION of Ontario land surveyors
Annual meeting, 38th, Toronto, Feb. 18-19. Can Eng 58:319-21 Mr 11 '30
Annual meeting, 39th, Toronto, Feb. 17-18. Can Eng 60:19-20 F 24 '31

ASSOCIATION of Paris transit mixed concrete manufacturers
Transit-mixed concrete makers form national association. Rock Prod 33:111-13 Je 7 '30

ASSOCIATION of public lighting engineers
Annual meeting, 7th, Leicester, Sept. 8-11. Electrician 105:303, 336, 366-7 S 12-26 '30; Elec R (Lond) 107:455-7, 519-20 S 19-26 '30; Engineering 130:377-8 S 19 '30; Gas J (Lond) 191:643-50 S 17 '30; Illum Engr 23:237-46 O '30
Annual meeting, 8th, Edinburgh, Sept. 8. Illum Engr 24:239-42 O '31

ASSOCIATION of railway claim agents
Annual convention, 41st, Richmond, Va., May 21-23. Ry Age 88:1318-22 My 31 '30
Annual meeting, 42d, Toronto, June 17-19. Ry Age 90:1233-4 Je 27 '31

ASSOCIATION of railway electrical engineers
Annual convention, 21st, Chicago, Oct. 21-25. Ry Age 89:933-5 N 1 '30
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Annual conference, 6th, Cambridge, England. I. L. Towner. Special Lib 20:368-9 D '29
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Annual conference, 3d, Denver, Nov. 13-15. Eng N 105:931 D 11 '30
Organization and work. E. Hyatt. Prof Eng 16:11-12 Mr '31

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New fifty-foot stellar interferometer. F. G. Pease. il diags Sci Am 143:290-3 O '30

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Testing the astronomical yardstick. H. N. Russell. diags Sci Am 144:14-15 Ja '31

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Bank, as trustee, builds Greek theatre and astronomical observatory in Griffith park, Los Angeles. E. Widney. Trust Companies 53:334-6 S '31

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Atchison gross protected by varied traffic. W. L. Crum. Barron's 11:10-11 O 26 '31

Atchison to net over $14 this year. Barron's 10:20 O 13 '30

Earnings lowest in eight years. Barron's 11: 20 F 9 '31

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Basis of Greek design. E. Flagg. diags plan Architecture 62:207-10 O '30

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Inauguration of water system of Athens, Greece. il Eng & Contr 70:193-4 Ag '31

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Plumbing for San Francisco's model ball park. S. M. Barr. il diags plans Dom Eng 136:46-8+ Ag 22 '31

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Football floodlighting increases attendance. W. E. Bann. il plan Elec W 96:692 O 11 '30

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More light—more fans. W. E. Camp. il Elec West 65:126-7 S '30

Night football is practical; lighting layout in Syracuse stadium. W. C. Pearce. il diags Elec W 95:490-1 Mr 8 '30

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Acid test of the account. W. F. Grinager. Burroughs Clearing House 15:10-11+ F '31

Balance sheet for branches. A. J. Linn. Burroughs Clearing House 15:24-5 Je '31

Bank control with the budget. R. E. Bailey. Burroughs Clearing House 14:7-10+ Ap '30

Banker, know your costs! C. M. Dopler. Bankers M 122:637+ My '31

Banks and accounting by machine methods. Economist 110:sup15-16 My 10 '30

Control expenses. R. C. Huelsman. Burroughs Clearing House 15:26-7+ O '30

Cost of accounts by chart. F. W. Hetzel. Burroughs Clearing House 14:10-11 Jl '30

Depreciation cannot be ignored. A. A. Schramm. Am Bankers Assn J 22:964+ Ap '30

Do you pay too much income tax? R. D. Bond. Bankers M 120:769-75; 121:17-28, 181-9, 311-17, 461-3+, 608-13+ Je-N '30

Don't guess—analyze; one minute chart for analyzing bank accounts. H. Haines. Am Bankers Assn J 22:560-1+ D '29

Eight practical ratios. W. E. Paul. Am Bankers Assn J 23:127-8+ Ag '30

Every account makes a profit; charge and interest tables the basis. O. B. Lovell. Bankers Mo 48:31-4 Ja '31

Follow-through for the merger; co-ordinating the accounting and auditing practices. F. L. Chamberlain. Burroughs Clearing House 14:19-20+ Jl '30

Full statement every day. M. Pence. Bankers Mo 48:149-50 Mr '31

How to analyze your costs to set up fair service charges. C. G. Mitchell. Bankers Mo 48:283-4, 401-2 My, Jl '31

How to control bank costs. B. E. Young. diag Bankers Mo 48:335-6+, 397-9, 459-61, 531-3, 601-2+, 674-6 Je-N '31

Machine produced reports keep pace with operations. M. E. Bridston. System 60:169 S '31

Management in a country bank. D. B. Smith. Burroughs Clearing House 15:10-11 Ap '31

Measure of measured service. R. C. Huelsman. Burroughs Clearing House 16:10-11+ N '31

Measured service charges. F. B. Brady. Am Bankers Assn J 24:221-2+ O '31

New accounting system effecting economies in time and labor. il Bankers M 123:411+ S '31

Phantom branch figures profit. F. S. Chalmers. Burroughs Clearing House 14:25-6+ Ag '30

Preface to cost finding; accumulative monthly unit cost system. A. J. Linn. Burroughs Clearing House 14:12-13+ S '30

Preparing for the account analysis. T. J. Barclay. Am Bankers Assn J 22:1141-2+ Je '30

Ratios guide management. W. E. Paul. Am Bankers Assn J 23:195-6+ S '30

Savings statistics needed to increase profits on time deposits. W. B. Bosworth. Bankers Mo 47:14+ Jl '30

Service charge on demand deposits. W. G. Jones. 113p [bibliog p 107-13] Bankers pub co, New York '30

Standardizing bank selling prices. T. J. Barclay. Bankers M 123:323-6 S '31

Supplemental record for income tax. R. D. Bond. Bankers M 121:851-2+ D '30

Thinking in figures; form for ready reckoning of float makes possible a prompt analysis of accounts. H. W. Haines. Am Bankers Assn J 22:878+ Mr '30

Three essentials of account analysis. E. A. Wayne. Am Bankers Assn J 23:143-4 Ag '30

Unprofitable deposit account. J. H. Simpson. Bankers M 120:777-83 Je '30

What does the comptroller do? A. A. Denison. Bankers M 123:294-6 S '31

Why account analysis pays. W. M. Nash. Bankers M 120:507-8 Ap '30

See also

Bank auditing

Investment banking—Accounting

Trust companies—Accounting

BANK advertising

Advertise your credit work. J. Connor. Bankers Mo 47:14+ S '30

Advertising the small bank. A. C. Greene. Bankers M 122:385-9, 539-43 Mr-Ap '31

After ten years of financial advertising. D. Knowlton. il Burroughs Clearing House 15:7-9+ S '31

Another group of savings banks re-sells the idea of saving. R. Daniels. il Ptr Ink 150:166+ F 27 '30

At the sign of the lantern; value and possibilities of distinctive trademark designs for banks and trust companies. M. S. Stanbro. il Trust Companies 50:395-9 Mr '30

Bank and trust advertising that pays. F. M. Staker. Trust Companies 53:361 S '31

BANK advertising—*Continued*

Banker and individualism. J. D. Blaine. il Burroughs Clearing House 15:12-13+ N '30

Banker turns copy writer. Ptr Ink 154:89-90 Mr 12 '31

Bankers association launches campaign for savings accounts. Sales Management 24: 343 N 29 '30

Bankers' duty to business; abstract. E. E. Calkins. Bankers M 121:562-3 O '30

Banking group advertises merchandise. il Ptr Ink 153:72+ N 6 '30

Banks can equal 6 per cent; counteracting building and loan association advertising. J. J. Messler. Bankers Mo 48:19-20 Ja '31

Big returns from small copy. R. E. Doan. il Bankers Mo 147:26+ My '30

Blue sky anthology; unique advertising campaign warns public against fraudulent security inducements. A. Davis. Trust Companies 50:911-13 Je '30

Brevity, originality, constructiveness make financial copy effective. F. Fuchs. Bankers Mo 47:13+ S '30

Can a bank advertise without newspapers? C. F. Berry. Bankers Mo 48:108-9 F '31

Challenge of this decade. H. Blodgett. Burroughs Clearing House 15:15-17+ Ag; 26-9 S '31

Clear statements promote good will. M. Ives. Am Bankers Assn J 23:697 F '31

Clock plan adds hundreds of new savings accounts. H. K. Harris. il Bankers M 122: 679-81 My '31

Consider the radio medium. W. R. Morehouse. Burroughs Clearing House 14:30+ Ja '30

Constructive forces which inhere in the modern machinery of financial advertising. O. F. Hevener. Trust Companies 50:103-4 Ja '30

Co-ordinating management with advertising; abstract. H. V. Prochnow. Bankers M 121: 563-4 O '30

Creating good-will for the local branch. R. Cole. Ptr Ink 149:65+ N 21 '29

Discontent—a virtue of depression. F. H. Sisson. Ptr Ink 156:73-4 S 17 '31

Does cooperative advertising pay? campaign by the mutual savings banks of Manhattan. R. W. Sparks. Am Bankers Assn J 23:23-4+ Jl '30

Emblematic of good will; rediscovering, using, a city's coat of arms. A. R. Johnson. il Burroughs Clearing House 14:20-1+ Mr '30

Experiment in institutional advertising; abstracts. D. Knowlton. Trust Companies 51: 372-3 S '30; Bankers M 121:558-9 O '30

Financial advertisers association 16th annual convention, Boston. Trust Companies 53:353-60 S '31; Ptr Ink 156:92-3 S 24 '31; Bankers M 123:529-35 O '31; Bankers Mo 48:677-8+ N '31

Financial advertisers take inventory. Ptr Ink 152:123-4 S 25 '30

Financial advertising in 1929. R. F. Durham, ed. 213p Bankers pub co, New York '30

Financial independence via the good old savings account route. W. E. Albig. Trust Companies 52:101-2 Ja '31

Finding a new advertising idea for the limited sales story. il Ptr Ink 151:129-30+ Je 26 '30

First national bank of Tampa speaks up in answer to public skepticism. H. G. McNomee. Bankers M 122:817-18 Je '31

Four classes of savings pay; advertise for them. F. R. Morison. Bankers Mo 47:16 O '30

Great bank advertises: Credit Lyonnais. A. Stote. Adv & Sell 17:34+ Je 10 '31

Group, branch, independent—how will they explain themselves to the public? C. D. Murphy. Bankers Mo 47:23-4+ Je '30

How a bank approaches a millionaire. Ptr Ink 152:49-50+ Jl 17 '30

How banks are advertising. Published in monthly numbers of the Bankers magazine

How I would plan advertising if I were selling a bank's services. P. E. Reed. Bankers Mo 47:30+ S '30

How the banker can get his share of the consumer's dollar. J. G. Lonsdale. il Ptr Ink 152:108+ Jl 24 '30

How to arrive at a bank advertising budget. P. E. Reed. Ptr Ink 151:84-5+ Je 19 '30

How to divide the bank's budget; F.A.A. splits costs for service. Sales Management 23:284 Ag 23 '30

How to move the business flywheel off dead center. Ptr Ink 156:33-4+ Jl 9 '31

How to select the right type. D. C. McMurtrie. Bankers Mo 47:24+ S '30

How to write individualized form letters. S. Tiernan. Bankers Mo 48:28 Ja '31

How'd you like to take an ad? W. Squeers. Burroughs Clearing House 14:22+ F '30

Increased advertising scope with merged resources. J. M. Case. Bankers Mo 48:296 My '31

Institutional advertising. R. G. Fields. Bankers Mo 47:10 S '30

Into the air for a calendar; aerial photograph of neighborhood of branch bank. G. O. Gould. il Burroughs Clearing House 15:26+ Mr '31

Is bank copy read? a reply to Don Knowlton's article. A. Herrick. Burroughs Clearing House 16:8-9+ N '31

Jumbo letter. J. M. Case. il Burroughs Clearing House 15:16+ Ap '31

Living insurance; new appeal in savings advertising. C. E. Auracher. il Bankers M 123: 36-41 Jl '31

Money to sell. W. G. Murrah. Adv & Sell 17:36 S 16 '31

Mortgage talk—in the modern. I. I. Sperling. il Burroughs Clearing House 15:28-9 D '30

Movies as bank lobby displays. G. O. Gould. il Bankers M 122:603-9 My '31

New York's oldest bank turns to history; Bank of New York and trust company. il Bankers M 123:97-100 Jl '31

Newest chain advertiser—the bank. A. H. Little. il Ptr Ink Mo 20:29-30+ Ap '30

Nine letters to the Messrs "B"; a productive mail campaign. F. M. Staker. Burroughs Clearing House 14:21-2+ Jl '30

Now is the time for banks to advertise. Ptr Ink 151:77-8 Je 26 '30

Now—the five-year budget. I. I. Sperling. Bankers M 121:265+ Ag '30

$175,000 from idle accounts stimulated by letters to depositors. G. L. Spry. Bankers Mo 48:539-40 S '31

One letter brought $40,000 from 391 savers. W. J. Marra. Bankers Mo 47:20+ F '30

Psychology and effective appeal in savings advertising. F. Ryan. Trust Companies 50: 423-5 Mr '30

Savers and dealers liked this. F. Fuchs. il Bankers Mo 48:213 Ap '31

Savings bank tells its customers not to save too much. Ptr Ink 153:64-5 N 27 '30

Savings banks combine to re-sell the idea of saving. R. Daniels. il Ptr Ink 149:10+ D 26 '29

Sell something besides rate when advertising for savings. W. J. Kommers. Bankers Mo 48:209-10 Ap '31

Selling savings, the salt of banking. R. I. Tennant. il Bankers M 123:253-6 Ag '31

Shawmut bank's advertising plans and results. il Bankers M 122:677-9 My '31

Should banks advertise to banks? L. A. Chambliss. il Bankers M 123:13-17 Jl '31

Simple way to test advertisements. A. Herrick. il Ptr Ink 154:17-20 Ja 29 '31

Sincerity vs. brilliancy; abstract. R. Pearse. Bankers M 121:566 O '30

South Dakota bankers' advertising plan. Inland Ptr 84:109 F '30

State university writes copy for Wisconsin banks. Ptr Ink 150:58+ F 20 '30

Strong financial advertisements; strength exemplified. Bankers Mo 47:18 S '30

Testing attention-getting value in bank advertising. A. Herrick. Adv & Sell 17:36+ S 30 '31

They speak for 900 branches; the centralized control of advertising the Royal bank of Canada. C. P. C. Downman. Burroughs Clearing House 14:23-5+ Je '30

This booklet made new friends. W. G. Murrah. il Bankers Mo 48:480 Ag '31

BANK advertising—*Continued*

This decade of savings advertising; abstracts. G. W. Cooke. Comm & Fin Chr 131:1820 S 20 '30; Bankers M 121:559-61 O '30; Trust Companies 51:370-1 S '30

350 new banking contacts from one campaign of six letters. G. E. Mitchell. il Ptd Salesmanship 56:510+ F '31

Thrift builder. 103p Bankers utilities co, inc, San Francisco '30

To promote systematic saving. J. Morrison. Bankers Mo 48:24-5 Ja '31

Tom Thumb advertisements being used by banks. F. H. Madison. Bankers M 121:903-4 D '30

Unfetter your advertising man. Burroughs Clearing House 15:26 Ap '31

Wachovia bank and trust company of North Carolina tries the testimonial. Bankers M 122:819-21 Je '31

Wanted: new financial vitamins. I. I. Sperling. Burroughs Clearing House 14:24 Ap '30

What advertising theme for a bank during depression? il Ptr Ink 156:90-1 Jl 30 '31

What motivates the savings? R. L. Groves. Burroughs Clearing House 15:14 Mr '31

What will banks have to sell in 1931? D. Knowlton. Bankers M 122:261-70 F '31; Excerpts. Bankers Mo 48:102-3 F '31; Same cond. Ptr Ink 154:60+ Ja 22 '31; Discussion. Bankers Mo 48:161-2 Mr '31

What's in a name? L. D. Meredith. Bankers M 123:317-21 S '31

Why not advertise nationally? W. L. Fort, jr. Burroughs Clearing House 14:28+ My '30

Why the campaign for savings of the American bankers association? A. C. Robinson. Burroughs Clearing House 15:7-9 Ag '31

Why we publish Trade Winds; Union trust company, Cleveland. D. Knowlton. il Burroughs Clearing House 15:14-16+ O '30

Will savings banks encourage spending? They are! W. B. Edwards. il Ptr Ink 153:105-6 N 20 '30

Will the savings banks encourage spending? A. H. Little. il Ptr Ink 153:101-2+ N 6 '30

With the help of Pepys. Ptr Ink Mo 21:86 N '30

You can advertise for loans and get profitable accounts. W. G. Murrah. il Bankers Mo 48:529-30 S '31

You have some things to sell. D. Knowlton. Burroughs Clearing House 14:17-20+ D '29

Your bank is too big for me. A. Davis. il Bankers Mo 47:38+ S '30

See also

Banks and banking—Show windows

Safe deposits—Advertising

BANK auditing

Have all savings accounts verified. W. H. Hadlock. Am Bankers Assn J 22:881+ Mr '30

How to control bank costs; effective audit protection. B. E. Young. il Bankers Mo 48:674-6 N '31

Major factors in efficient auditing control of the trust department. B. E. Young. Trust Companies 52:381-4 Mr '31

Small bank audit control. G. W. Schulz. il Bankers Mo 47:11-12 N '30

See also

Bank examination

BANK buildings

Adding stories to a steel-frame Chicago bank building. M. Rosner. il diags Eng N 104:516-18 Mr 27 '30

Another tower in lower Manhattan; City bank-farmers trust building. il Arch & Bldg 63:30-2, pl 21-5 F '31

Baltimore opens its new 34-story skyscraper; Baltimore Trust building. il Manuf Rec 96:54-6 D 12 '29

Bank of Kalamazoo in a fine new home. il Bankers M 121:927-34 D '30

Bank screens and interior arrangement details. J. Fowler. diags Bldg Age 52:49 Ja '30

Beauty in a small bank building; Trust company of Larchmont, New York. il plan Bldg Age 51:84 D '29

Bloomfield bank and trust company, Bloomfield, New Jersey; views and plans. Arch Forum 55:553-6 N '31

Branch bank in New York city; Bronx branch office of Public national bank and trust company. il plans Arch Rec 69:383-8 My '31

Broadway national bank and trust company, New York city. Arch & Bldg 61:360-1, pl 218-21 D '29

Canada's financial skyscrapers. J. Montagnes. il Bankers M 122:32-8 Ja '31

Central Hanover new branch offices. il Arch & Bldg 63:65 Mr '31

Chase national bank, 48th street branch, New York City. Arch & Bldg 61:361, pl 222-3 D '29

Chatham Phenix national bank and trust co., 530 Seventh avenue, New York city. Arch & Bldg 62:255, pl 150-1 S '30

City bank farmers trust company of New York takes possession of its new skyscraper home. il Trust Companies 52:218-23 F '31

Color dominant in design of the Union Trust building, Detroit, Michigan; views. Am Arch 136:32-9 N '29

Corner bank in romanesque style. il plan Bldg Age 52:60 Ja '30

Design in the early American; First National bank, Louisville. W. Distelhorst. Burroughs Clearing House 14:34+ S '30

Design of a bank's skyscraper; the City bank farmers trust company, New York. front il plans Arch Forum 55:7-26 Jl '31

Dime savings bank of Brooklyn. Arch & Bldg 61:362, pl 224-6 D '29

1803 facade moved as a unit becoming central motif of modern bank building in Albany, N. Y. H. I. Cobb, jr. il Am Arch 137:60-1+ F '30

Entrance and top, American bank & trust company building, New Orleans, La.; views. Architecture 62:97-8 Ag '30

Farmington savings bank, Farmington, Conn., views and plan. Architecture 61:105-8 F '30

Federal reserve bank of Pittsburgh utilizes cast architectural decorations; work of John Harsch bronze & foundry co. N. F. Hindle. il Foundry 59:26-9 O 15 '31

First national bank and trust co., Freeport, L.I. Arch & Bldg 61:332, pl 209-10 N '29

First national bank and trust company, Hamilton, Ohio; views and plans. Architecture 63:103-6 F '31

First national bank & trust co., Mamaroneck, N. Y.; views and plans. Arch Forum 53:193-8 Ag '30

Floodlighting a high building; Canadian bank of commerce building. W. L. Hudson. il Can Eng 61:44 S 8 '31

Forecast of $137,924,000 bank building program for 1930. Bankers M 120:276-8 F '30

Foreman state national bank building, Chicago. il plans Arch Rec 68:10-16 Jl '30

Formal dedication and opening of magnificent Irving trust company building. il Trust Companies 52:418-21 Mr '31

Foundations for Bank of Manhattan tower, 40 Wall St., New York. W. T. McIntosh. il diag Eng & Contr 69:67-73 F '30

Foundations for Central national tower, Battle Creek, Mich. E. C. Spelman. il diag Eng & Contr 70:1-4 Ja '31

Foundations of the Williamsburg savings bank, Brooklyn. F. W. Skinner. il diags plan Arch Forum 52:143-8 pt 2 Ja '30

Fundamentals of good bank building. A. Hopkins. 142p Bankers pub. co., New York '29

Genesee Valley trust company's building, Rochester, New York. il Arch & Bldg 63:79 Ap '31

Glass mosaic; reception-room of the Irving trust company, New York. E. Clute. il plan Architecture 64:141-6 S '31

Halls of finance; Terminal branch of the Cleveland trust co. il Bankers Mo 47:19 Mr '30

Halls of finance: the Baltimore trust co. il Bankers Mo 47:32 Ag '30

Holmesburg trust company, Holmesburg, Pa.; views and plan. Architecture 60:355-60 D '29

How planning built a home for Irving Trust. F. I. Charles. il System 59:456-7+ Je '31

Ideas for new bank buildings to be found in the Cleveland area. Bankers Mo 47:46+ O '30

BANK buildings—*Continued*

Irving trust company, a new neighbor for Trinity church. il Arch & Bldg 63:70-2+ Mr '31
Irving trust company opens new building. il Bankers M 122:696-704 My '31
Is your building an asset? B. E. Wyatt. Bankers Mo 47:52+ O '30
Kings county savings bank, Brooklyn, N. Y. il Arch & Bldg 63:76-8 Ap '31
Lee, Higginson & company in new home. il Bankers M 120:728-41 My '30
Lloyds bank new head office. il Bankers M 121:392-3 S '30
Manhattan company building, New York city. Arch & Bldg 62:193-4, pl 103-10 Jl '30
Market Street national bank building, Philadelphia; view and plans. Arch Forum 52: 817-18 Je '30
Merger era of bank design. J: W. Harrington. il Burroughs Clearing House 14:14-16+ D '29
Mid-town banking branch for the Title guarantee and trust company, New York city. il plan Arch Rec 67:498-504 Je '30
Modern bank dresses up. il Bankers M 120: 150-6 Ja '30
Modern veneer construction; woodwork in the Irving trust company building, New York. E. Clute. il diags Am Arch 140:36-41, 90 S '31
New building of City bank farmers trust company. il Bankers M 122:834-45 Je '31
New head office building of the Canadian bank of commerce, Toronto, Ontario. il Bankers M 122:412-26 Mr '31
New home of the First mechanics national bank, Trenton, New Jersey. il Arch & Bldg 63:89 Ap '31
New Netherlands branch, the Chase national bank of New York. Arch & Bldg 62:162-3, pl 90-1 Je '30
New York trust company, 57th street and Fifth avenue, New York city. Arch & Bldg 62:284+, pl 169-71 O '30
New York trust company, Fortieth street offices. il Arch & Bldg 63:110-11 Je '31
Nine modern building features; Citizens bank of Weston, Weston, West Virginia. il Bankers Mo 48:155-6 Mr '31
Office building and bank in Philadelphia; Columbia-Tenth branch of the Integrity trust company. il plans Arch Rec 70:75-86 Ag '31
Office building or bank building. H. A. Hopf. Bankers Mo 47:44+ Mr '30
Ohio bank building, Toledo; views and plans. Arch Forum 55:143-8 Ag '31
1,256 banks planning to build or modernize. Brick & Clay Rec 79:12 Jl 14 '31
Peoples national bank and trust co., White Plains, N. Y. Arch & Bldg 62:5, pl 8-10 Ja '30
Plan for expansion. H. A. Hopf. Bankers Mo 47:44-5+ Ap '30
Portfolio of bank entrances. Architecture 64: 111-26 Ag '31
Portfolio of banks; chosen for their suitability to the chain bank system. Arch Rec 68:293-308 O '30
Reflecting the spirit of today; building for the National title guaranty company, Brooklyn. il plans Am Arch 137:26-31 My '30
Remodeling: an opportunity for the architect; bank for Plaza trust company, New York; view and plans. R. L. Davison and W. E. Malm. Arch Rec 67:182-3 F '30
Small bank planning demands skill and foresight. J. N. Duane. il plans Bldg Age 52: 46-8 Ja '30
Steel design and erection on a 900-ft. tower building; Manhattan company building, New York. O. F. Sieder. il diags Eng N 104:756-61 My 8 '30
Stores are on first floor in this new bank. il plans Bldg Age 52:69 Ja '30
Structural steel for Manhattan bank goes up in record-breaking time. il Iron Tr R 85: 1317 N 21 '29
Structure and equipment of the City bank farmers trust company, New York. plans Arch Forum 55:97-108 Jl '31
Third oldest national bank in new building; First-Stamford national bank and trust company of Stamford, Conn. il Bankers M 121:789-95 N '30
Tieing a new addition to a leaning building; First national bank building in Atlanta, Ga. W. C. Spiker. diags Eng N 106:1004-5 Je 18 '31
Travelers bank of Paris. il Bankers M 121: 782-8 N '30
Trustees system service building, Chicago; views and plans. Arch Forum 54:9-20 Ja '31
United States trust company of Newark, Newark, N.J. il plan Architecture 61:295-6 My '30
Uniting two buildings and two banks; First national bank of Chicago. C. F. Keife. il diags Arch Forum 52:289-94 pt 2 F '30
Utility—then beauty. H. A. Hopf. Bankers Mo 47:40+ F '30

See also
Vaults

Electric equipment

Lloyds bank head office; the electrical installation. D. H. N. Caley. il Elec R (Lond) 108:863-4 My 22 '31

Heating and ventilation

Air conditioning the Ohio bank building. J. Gillett. il diags Heat & Ven 28:67-70 Jl '31
Air conditioning; typical installation in a Baltimore bank. S. P. Rodgers. diags Am Gas J 135:25-8+ Ag '31
Air conditioning used to increase prestige and attract patronage; Northern trust company, Chicago. L. L. Narowetz, jr. il diag Heating-Piping 3:295-7 Ap '31
Gas-fired air conditioning unit in Baltimore bank. E. D. Milener. il diag Heat & Ven 27:116-17 O '30
Heating and cooling for a modern bank and office building. L. S. Tarleton. il diags Heat & Ven 28:57-60 S '31
Instruments necessary to control air conditioning; Northern trust company building, Chicago. M. M. Davidson. Heating-Piping 3:449-50 My '31
Mechanized weather in the Bank of Manhattan company's new quarters. Heat & Ven 27:70 O '30
Modern heating and air conditioning practices applied to a bank; Ohio bank, Toledo. S. R. Lewis. il diags plans Heating-Piping 3:310-16 Ap '31
Operation of an air conditioning plant in a large office building. E. P. Wells. il diag Heat & Ven 28:62-7 S '31

Lighting

Importance of better lighting. J. W. Harrington. il Bankers M 120:789-95+ Je '30

BANK consolidations

Better banks for small towns? G. T. Cartinhour. Bankers Mo 48:223-5 Ap '31
Building post-merger morale. I. I. Sperling. Bankers M 120:20-2 Ja '30
Changes due to consolidations. Published in monthly numbers of Bankers monthly
Chase-Equitable-Interstate merger. Comm & Fin 19:629-30 Mr 26 '30; Barron's 10:26 Mr 24 '30; Bradstreet's 58:196-7 Mr 22 '30; Business Week p 22+ Mr 26 '30; Trust Companies 50:411-13 Mr '30; Bankers M 120:578-80 Ap '30
Chicago bank mergers help clear the way to recovery. Business Week p9-10 Je 17 '31
Concentration of banking resources. G. S. Mumford. Harvard Business R 8:137-46 Ja '30
Concentration of money power threatens business initiative. G. W. Davison. Ptr Ink Mo 20:31-2+ Ja '30; Excerpts. Comm & Fin Chr 130:731 F 1 '30
Consolidate and survive. C. D. Tedrow. Am Bankers Assn J 22:748+ F '30
Consolidation urged to reduce number of banks in Iowa. L. A. Andrew. Comm & Fin Chr 130:1219 F 22 '30
Consolidations; consolidation of two or more national banks. 46p U S Comptroller of the currency, Washington '31

BANK consolidations—*Continued*

Effect of consolidation on Clayton act permits. Fed Res Bul 16:525-6 Ag '30

Effect of consolidation on national bank's right to act as executor. Bankers M 122: 647+ My '31

Follow-through for the merger; co-ordinating the accounting and auditing practices. F. L. Chamberlain. Burroughs Clearing House 14:19-20+ Jl '30

Important bank merger operations in Chicago; First National takes over Foreman-State group and National Republic merged with Central trust company of Illinois. Trust Companies 52:833-5 Je '31

Latest banking fusion; Williams Deacon's bank and the Royal bank of Scotland. Economist 111:223-4 Ag 2 '30; Bankers M 121:384 S '30

Merger; Mr Clutchbill intercepts a fast one from the metropolis. F. Copeland. il Burroughs Clearing House 14:19-20+ Ja '30

National City-Corn Exchange; explanation of breakdown of consolidation plan. Nat City Bank p 175-7 D '29; Same. Comm & Fin Chr 130:396-7 Ja 18 '30

Nation's biggest banks ride new merger wave. Business Week p 11 Mr 19 '30

Operating end of bank mergers. F. L. Beach. Am Bankers Assn J 22:553-4+ D '29

Passage of trust powers upon consolidation of a national bank and a state trust company; opinion of the Supreme court of Tennessee. Fed Res Bul 16:322-4 My '30

Proposed bank merger; union of Manufacturers and International trust companies with Bank of U.S. and Public National. Barron's 10:23 D 1 '30; Bankers M 121:915-16 D '30

Revelations on split accounts. E. C. Glasgow. Bankers Mo 47:56-7+ Jl '30

Succession to fiduciary appointments of merged banks. Trust Companies 52:246 F '31

Trustee succession rights validated in Ohio. Trust Companies 50:967 Je '30

Twenty-eight bank mergers involving forty-four New York institutions consummated during 1929. Comm & Fin Chr 130:53 Ja 4 '30

Two century-old banks to merge; Bank of America, N.A. and National city bank of New York. Comm & Fin 20:1475 O 7 '31: Barron's 11:16 O 5 '31; Trust Companies 53:524-5 O '31

Valuation of bank stocks in mergers. C. Djorup. Bankers M 121:173-9 Ag '30

BANK credit. See Credit, Bank

BANK debits

Bank clearings and debits in 1930. Bradstreet's 59:25 Ja 10 '31

Bank debits. Published in weekly numbers of Bradstreet's

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Analysis of multiple-skew arches on elastic piers. J. C. Rathbun. il diags Am Soc C E Proc 57:514-59 Ap '31; Discussion. 57:1107-20, 1389-97 S, N '31

Arch bridge at Sydney harbor. Can Eng 59:640 N 18 '30

Arizona dedicates beautiful concrete arch bridge at Tempe. il Roads & Sts 71:300-1 Ag '31

Behavior of a reinforced concrete arch during construction. S. B. Slack. il diags Am Soc C E Proc 55:2279-99 N '29; Abstract. Eng N 103:336-9 Ag 29 '29; Discussion. Am Soc C E Proc 56:365-8, 1033-40, 1657-8, 2025-6 F, My, S, N '30; Eng N 103:543-4 O 3 '29

Bridging the Kill van Kull. J. F. Galvin. il Sci Am 144:100-1 F '31

Closing a 1,652-ft. steel-arch bridge, 250-ft. off center; Kill van Kull bridge. il diags Eng N 105:640-5 O 23 '30

Collapse of German arch bridge traced to tremie concrete in piers. diags Eng N 106:922 Je 4 '31

Concrete arch bridge carries pipe line; crossing is 177-ft. span and consists of five 16-ft. approach spans and arch span of 66 ft. F. M. Preston. il diag Can Eng 58:605-6 My 27 '30

Concrete-arch Mississippi bridge at Minneapolis. diags Eng N 105:49-50 Jl 10 '30

Concrete arch of 460-ft. span; George Westinghouse bridge over Turtle Creek valley. G. S. Richardson. il diags plan Eng N 106:680-3 Ap 23 '31

Concrete arch of unusual design aids highway relocation; Santa Cruz county, Calif. D. M. McPhetres. il plans Eng N 103:815-16 N 21 '29

Concrete bridges in Europe. E. W. Stern. il diags Arch Forum 55:515-20 O '31

Construction of the Sydney Harbour bridge. il Engineer 151:372-3, 376 Ap 3 '31

Design and erection—Kill van Kull arch. A. Dana. il diags Am Soc C E Proc 56:500-9; Discussion. 509-15 Mr '30

Design of a concrete bowstring-arch bridge, including analysis of theory. C. B. McCullough. diags Eng N 107:337-9 Ag 27 '31

Design of a reinforced concrete skew arch. B. L. Weiner, jr. diags Am Soc C E Proc 57:3-112 Ja '31; Discussion. 57:809-15, 1375-8 My, N '31

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Designing the Hyperion viaduct at Los Angeles. M. Butler and A. L. Enger. il diags Eng N 104:476-80 Mr 20 '30

Du Bois Street bridge, Montreal, Que. J. F. Brett. il diag Can Eng 60:9-13 Je 30 '31

Eisenbeton-bogenbrücke Albert Louppe zwischen Brest und Plougastel. R. Bernhard. il diags map Zeit Ver Deutsch Ing 75:182-6 F 14 '31

L'élargissement du pont de la Concorde à Paris. diags Génie Civil 96:134-5 F 8 '30

Elastic arch bridges. C. B. McCullough and E. S. Thayer. 372p Wiley '31

Erecting a 750-ft. steel arch without falsework; Croton lake, Westchester county, N. Y. W. F. Welsch. il diag map Eng N 107:94-7 Jl 16 '31

Erecting the Sydney harbor steel-arch bridge. il diags Eng N 105:646-8 O 23 '30

1,500-ft. cableway handles concrete on Wilkes-Barre multiple-arch bridge across the North Susquehanna river. P. W. Ennis. il diags Eng N 104:1054-7 Je 26 '30

Die hochbrücke über die Ammer bei Echelsbach. F. Düll. il diags Zeit Ver Deutsch Ing 74:617-23 My 17 '30

Ingenious construction on Mill Street bridge, Watertown, N. Y. E. H. Harder. il diags Eng N 104:603-5 Ap 10 '30

Kill van Kull bridge, New York. il diags map plan Engineer 151:647-50, 654, 670-2, 682 Je 12-19 '31

Kill van Kull bridge uses hinges weighing 98 tons. il Iron Tr R 86:62 F 13 '30

Laboratory tests of reinforced concrete arches with decks. W. M. Wilson. il diags Ill U Eng Exp Sta Bul 226:3-97 '31

Longest multiple-arch concrete highway bridge to span Susquehanna river between Columbia and Wrightsville, Pa. C. M. Nelson. il Roads & Sts 70:15-18 Ja '30; Same. Eng & Contr 69:119-22 Mr '30

McKees Rocks and West End steel arches. il diags map Eng N 106:676-80 Ap 23 '31

Die neue brücke über den hafen von Sydney. R. Böklen. il diags map Zeit Ver Deutsch Ing 74:1657-61 D 6 '30

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New design of reinforced concrete arch bridges. I. A. Rosov. diags Eng & Contr 70:211-12 Ag '31
New $300,000 Maumee River bridge. il Roads & Sts 70:396 N '30
New Wearmouth bridge, Sunderland. G. L. Groves. Engineer 149:332-3 Mr 21 '30; Same. Eng & Contr 69:277-8 Jl '30
Novel centering arrangement used in 400-ft. concrete arch; Jack's Run bridge, Allegheny county, Pa. il Eng & Contr 69:450 D '30
Oregon highway bridge to be built by Freyssinet arch method over Rogue river. il diag Eng N 105:290 Ag 21 '30
Overhead trusses carry arch centering for Pennsylvania R.R. bridge at Philadelphia. W. H. Fowler. il diag Eng N 104:282-4 F 13 '30
Plans and research, Kill van Kull bridge. O. H. Ammann. il diags map Am Soc C E Proc 56:487-93; Discussion. 495-500 Mr '30
Le pont en béton armé Albert Louppe, sur l'Elorn, entre Brest et Plougastel. A. Coyne. il diags map Génie Civil 97:317-33, pl 3; Discussion. E. Freyssinet. 333-4 O 4 '30
Pont en béton armé de 126 mètres de portée, sur l'Oise à Conflans-Fin-d'Oise, près Paris. R. Vallette. il diags Génie Civil 96:101-6 F 1 '30
Le pont en béton armé de Séville, sur le Guadalquivir. J. E. Ribera. il diags Génie Civil 99:289-92 S 19 '31
Progress on Sydney harbor bridge. il Eng N 104:761-2 My 8 '30
Raritan River bridge, New Jersey. T. A. Ross. il diags Engineering 130:196-8, 204 Ag 15 '30
Reinforced concrete bridge over the Elorn river, Finisterre. H. E. Steinberg. il Engineering 128:485-7, 500, pl 56-7 O 18 '29; Same. Sci Am 142:282-4 Ap '30
Reinforcement of Stoney Creek bridge. P. B. Motley. il diags Engineer 151:125-8 Ja 30 '31
Remarkable concrete arch at Brest, France. il Eng & Contr 68:521-2 D '29
Silicon-steel arch, 1,650 ft. in length, spans harbor at Sydney, Australia. il Eng & Contr 70:133-6 Je '31
$16,000,000 Kill van Kull bridge. O. H. Ammann. il Eng & Contr 69:285-9 Ag '30
Some notes on bridge design. J. B. Mason. Arch Rec 67:401 My '30
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Sydney harbour bridge. il diags map Engineering 129:495-8, 533-4, pl 35-41; 130:559-60, 645, pl 37-9, 45 Ap 18-25, O 31, N 21 '30
Sydney harbour bridge. A. Wyatt. il Mech Handling 17:229 Jl '30
Three cableways and precast units speed winter bridge construction. B. A. Wilder. il Eng N 106:64-5 Ja 8 '31
Two high traveling towers with chutes place concrete on New Brunswick multiple arch bridge. M. Goodkind. il diags Eng N 104:317-21 F 20 '30
Tyngsborough project. A. E. Kleinert. il diags map plan Boston Soc C E J 18:82-91 Mr '31
Wind action on hangers in steel arch bridges. H. H. Quimby. Eng N 104:38 Ja 2 '30
Winter construction of concrete bridges on Ohio River boulevard. V. R. Covell and P. J. Freeman. il Eng N 105:482-5 S 25 '30

BRIDGES, Bascule

Baltimore bridge. il Manuf Rec 99:37-8 My 7 '31
Bascule bridge at Burlington, Ont. il Can Eng 60:21 Mr 10 '31
Bascule bridge over Chicago river; unit prices. il Eng N 107:34 Jl 2 '31
Carrying a water main across a bascule bridge in Bangkok, Siam. il plan Engineer 152:244 S 4 '31
Chicago steel bridge decorated as most beautiful in year. il Steel 89:16 N 9 '31
Complex bridge-moving job; St Charles air line bridge, Chicago. C. H. Mottier. il diags Ry Age 90:445-7 F 28 '31
Concrete pits of bascule bridge resist high water pressure; Wabash Avenue bridge, Chicago. il diags Concrete 37:13-16 N '30
Construction of the new Clark Street bridge, Chicago. P. Schioler. il W Soc E J 34:629-33; Discussion. 633-4 N '29
Electrical equipment for the Arlington memorial bridge. Arch & Bldg 61:353 N '29
Four-mile bridge over Pensacola bay in Florida. J. W. Cole. il Manuf Rec 100:36-8 Jl 9 '31
New bascule bridge at Great Yarmouth. il Engineer 150:558-60, 570 N 21 '30
Le nouveau pont basculant de la Reine, sur le Koningshaven, à Rotterdam. L. Dalton. il diags plans Génie Civil 95:581-6 D 14 '29
Precast light-weight concrete slabs solve bridge floor problem. il diag Concrete 38:15-17 Ja '31
Rare old bridges replaced in B. & M. railroad terminal improvements at Boston. il Eng N 107:720-2 N 5 '31
Reconstructing failed bascule bridge over Hackensack river. C. H. Gronquist. il Eng N 105:613-14 O 16 '30
Repair of damaged bascule leaf at Rochester, N.Y. W. H. Roberts. il diag Eng N 104:724-5 My 1 '30
Unit prices, bascule bridge in Baltimore. diags Eng N 105:673-4 O 23 '30
Variable voltage control improves bridge operation; West Spokane street bridge, Seattle. il Elec West 66:141-3 Mr '31
Wabash Ave. bascule bridge, Chicago wins A.I.S.C. award. il Eng & Contr 70:163 Jl '31
Welland ship canal. Engineering 131:581-2, 594-9, 608, 613, 662-4, 691-4, pl 32-4, 41 My 1-8, 22-29 '31
Wiring diagrams for double-leaf bascule bridge. Eng N 103:972-3 D 19 '29

Patents

Eight years of litigation over Seattle bascule bridges. il Eng N 103:968-9 D 19 '29

BRIDGES, Cantilever

Forth bridge; abstracts. E. W. Moir. Engineer 149:684-5 D 27 '29; Engineering 129:238-9 F 14 '30
Guy-derrick erection of steel bridges and viaducts. il diags Eng N 105:318-23 Ag 28 '30
Highway added to Quebec bridge between railway tracks. J. Jobin. il diags Eng N 104:1045-6 Je 26 '30
K-type bracing for long-span bridge trusses on Connellsville extension of the Pittsburgh & West Virginia railway. il diag Eng N 106:553-4 Ap 2 '31
Montreal harbour bridge over the St Lawrence river. il diags Engineer 149:676-8, 705-7, 714 Je 20-27 '30
Montreal harbor bridge superstructure. il diags plan Can Eng 58:591-5 My 20 '30
Montreal-South Shore bridge over the St Lawrence river. L. R. Wilson. il Eng & Contr 69:330-6, 357-65 S-O '30
Montrose bridge. il diags Engineer 151:616-17, 628 Je 5 '31; Same. Eng & Contr 70:229-32 S '31
New highway bridge across the Ohio at Ashland, Ky. il Manuf Rec 100:29-30 O 29 '31
Primitive cantilever bridge in British Columbia. il Engineering 130:790 D 19 '30
Proposed new Howrah bridge, Calcutta. diags Engineer 149:152-3 F 7 '30
Quebec bridge roadway construction. J. Jobin. il diags Can Eng 59:261-4 Ag 26 '30
$7,000,000 Vicksburg bridge now in use. il Manuf Rec 97:56-8 Je 19 '30
$7,500,000 Mississippi River bridge project at Vicksburg, Miss. O. J. Hand. il diags Eng & Contr 69:157-62 Ap '30
Steel toll bridge over Ohio river at Ashland, Ky. diag Eng N 105:1031 D 25 '30
Through-cantilever bridge of concrete built in Scotland. il Eng N 107:300 Ag 20 '31

BRIDGES, Cantilever—*Continued*

1,200-ft. cantilever bridge at Longview, Wash. C. E. Paine. il diag Eng N 104:804-6 My 15 '30

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Arizona dedicates beautiful concrete arch bridge at Tempe. il Roads & Sts 71:300-1 Ag '31

Building architectural beauty into a viaduct; Fourth St. viaduct in Los Angeles. H. L. Flodin. il Roads & Sts 71:367-9 S '31

Collapse of German arch bridge traced to tremie concrete in piers. diags Eng N 106:922 Je 4 '31

Concrete arch bridge carries pipe line; crossing is 177-ft. span and consists of five 16-ft. approach spans and arch span of 66 ft. F. M. Preston. il diag Can Eng 58:605-6 My 27 '30

Concrete-arch Mississippi bridge at Minneapolis. diags Eng N 105:49-50 Jl 10 '30

Concrete arch of 460-ft. span; George Westinghouse bridge over Turtle Creek valley. G. S. Richardson. il diags plan Eng N 106:680-3 Ap 23 '31

Concrete arch of unusual design aids highway relocation; Santa Cruz county, Calif. D. M. McPhetres. il diags Eng N 103:815-16 N 21 '29

Concrete bridge construction in Walla Walla county. E. R. Smith. il diags Pub Works 61:59-62 F '30

Concrete bridges in Europe. E. W. Stern. il diags Arch Forum 55:515-20 O '31

Concrete trusses and 47-ft. flat slabs in new Seattle viaduct. C. H. Eldridge. il diags Eng N 106:642-4 Ap 16 '31

Design details of a French reinforced concrete bridge between Annecy and Geneva. Concrete 36:39 Ja '30

Design of a concrete bowstring-arch bridge, including analysis of theory. C. B. McCullough. diags Eng N 107:337-9 Ag 27 '31

Design of a reinforced concrete skew arch. B. L. Weiner, jr. diags Am Soc C E Proc 57:3-112 Ja '31; Discussion. 57:809-15, 1375-8 My, N '31

Design of Lackawanna's reinforced-concrete freight terminal warehouse at Jersey City. M. Hirschthal. il diags plans Eng N 104:519-24 Mr 27 '30

Designing the Hyperion viaduct at Los Angeles. M. Butler and A. L. Enger. il diags Eng N 104:476-80 Mr 20 '30

Du Bois Street bridge, Montreal, Que. J. F. Brett. il diag Can Eng 60:9-13 Je 30 '31

Eisenbeton-bogenbrücke Albert Louppe zwischen Brest und Plougastel. R. Bernhard. il diags map Zeit Ver Deutsch Ing 75:182-6 F 14 '31

1,500-ft. cableway handles concrete on Wilkes-Barre multiple-arch bridge across the North Susquehanna river. P. W. Ennis. il diags Eng N 104:1054-7 Je 26 '30

Flat slab viaduct solves right-of-way problem. il diags Ry Age 91:391-4 S 12 '31

$400,000 bridge at Chestertown, Md. il Manuf Rec 98:42 D 18 '30

Four-mile bridge over Pensacola bay in Florida. J. W. Cole. il Manuf Rec 100:36-8 Jl 9 '31

Fourth Avenue viaduct, Moose Jaw, is 1,900 ft. long, 42 ft. wide out-to-out, and has a 30-ft. roadway. il Can Eng 58:691-2 Je 24 '30

George Westinghouse memorial bridge. il Engineers & Eng 48:197-200 S '31

George's River bridge, New South Wales. P. Allan. Engineering 131:462 Ap 3 '31

Grade-separation problems and structures at Columbus, Ohio. diags Eng N 107:287-8 Ag 20 '31

High concrete stresses used in design of viaduct of novel design; slab spans of 40 ft. have maximum depth of 17½ in. W. F. Way. il diags Eng N 104:327-9 F 20 '30

High-strength concrete used in new Fort Worth, Tex. bridge. C. M. Thelin. il Eng N 107:527 O 1 '31

Die hochbrücke über die Ammer bei Echelsbach. F. Düll. il diags Zeit Ver Deutsch Ing 74:617-23 My 17 '30

I-beams support form system for concrete deck-girder spans. E. B. Stokes. il diags Eng N 107:185 Jl 30 '31

Immense viaduct carries Dallas lines over Trinity river. B. R. Brown. il Elec Traction 27:217-18 My '31

Ingenious construction on Mill Street bridge, Watertown, N. Y. E. H. Harder. il diags Eng N 104:603-5 Ap 10 '30

Laboratory tests of reinforced concrete arches with decks. W. M. Wilson. il diags Ill U Eng Exp Sta Bul 226:3-97 '31

Long-rigid-frame bridge erected by cantilever method; Herval bridge in Sta. Catharina, Brazil. R. Schjodt. il diag Eng N 107:208-9 Ag 6 '31

Long-span bridges in reinforced concrete. Engineering 131:644 My 15 '31

Longest multiple-arch concrete highway bridge to span Susquehanna river between Columbia and Wrightsville, Pa. C. M. Nelson. il Roads & Sts 70:15-18 Ja '30; Same. Eng & Contr 69:119-22 Mr '30

Method of constructing long viaduct of concrete arches on the Glendale-Hyperion viaduct in Los Angeles. M. Butler and A. L. Enger. il plan Eng N 104:524-6 Mr 27 '30

Methods on an Australian concrete highway bridge at Eddington. Eng & Contr 69:273-4 Jl '30

Montrose bridge. il diags Engineer 151:616-17, 628 Je 5 '31; Same. Eng & Contr 70:229-32 S '31

New bridge and dam at Arnprior, Ont.; combined water works dam and highway bridge. G. S. M. Grimmer. il diags plan Can Eng 58:421-4 Mr 25 '30

New design of reinforced concrete arch bridges. I. A. Rosov. diags Eng & Contr 70:211-12 Ag '31

New line for Kansas City Southern railway. il diags Eng N 104:396-8 Mr 6 '30

New $300,000 Maumee River bridge. il Roads & Sts 70:396 N '30

Le nouveau pont en béton armé avec revêtement en granit artificiel, sur l'Escaut, à Eyne (Belgique). E. H. Tashjian. il diag Génie Civil 98:376-7 Ap 11 '31

Novel centering arrangement used in 400-ft. concrete arch; Jack's Run bridge, Allegheny county, Pa. il Eng & Contr 69:450 D '30

Oregon highway bridge to be built by Freyssinet arch method over Rogue river. il diag Eng N 105:290 Ag 21 '30

Overhead trusses carry arch centering for Pennsylvania R.R. bridge at Philadelphia. W. H. Fowler. il diag Eng N 104:282-4 F 13 '30

Pneumatic caisson foundations for Japanese bridge across the Shinano river at Niigata. J. Masake. il diags Eng N 105:848-50 N 27 '30

Le pont des Ibis, au Vésinet (Seine-et-Oise). A. Mesnager, F. Barthès and J. Veyrier. il diags Génie Civil 98:61-5 Ja 17 '31

Pont en béton armé à armature rigide sur l'Ammer, près d'Echelsbach (Allemagne). diags Génie Civil 98:139-41 F 7 '31

Le pont en béton armé Albert Louppe, sur l'Elorn, entre Brest et Plougastel. A. Coyne. il diags map Génie Civil 97:317-33, pl 3; Discussion. E. Freyssinet. 333-4 O 4 '30

Pont en béton armé de 126 mètres de portée, sur l'Oise à Conflans-Fin-d'Oise, près Paris. R. Vallette. il diags Génie Civil 96:101-6 F 1 '30

Le pont en béton armé de Séville, sur le Guadalquivir. J. E. Ribera. il diags Génie Civil 99:289-92 S 19 '31

Les ponts en béton armé de très grande portée. E. Freyssinet. il Soc Ing Civils Bul 83:622-68, pl 167 Jl '30

Proposed Canadian National Railways bridge at Guy street, Montreal. il Can Eng 59:629 N 11 '30

Raritan River bridge, New Jersey. T. A. Ross. il diags Engineering 130:196-8, 204 Ag 15 '30

Reinforced concrete bridge over the Elorn river, Finisterre. H. E. Steinberg. il Engineering 128:485-7, 500, pl 56-7 O 18 '29; Same. Sci Am 142:282-4 Ap '30

Reinforced concrete bridges. T. J. Gueritte. Engineer 151:662-3 Je 12 '31

Reinforced concrete in engineering; abstract. M. Gerard. Can Eng 60:11-12 Ja 6 '31

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Remarkable concrete arch at Brest, France. il Eng & Contr 68:521-2 D '29
Rigid-frame bridge of 101-ft. span at San Antonio. J. W. Beretta. il diag Eng N 106:1048-9 Je 25 '31
Some notes on bridge design. J. B. Mason. Arch Rec 67:401 My '30
Steel bracing in concrete viaduct for longitudinal forces. il diags Eng N 107:61-2 Jl 9 '31
Stresses under the Freyssinet method of concrete-arch construction. J. T. Thompson. Eng N 105:291 Ag 21 '30
Substructure of Cedarvale bridge completed. il Can Eng 57:782 D 3 '29
Three cableways and precast units speed winter bridge construction. B. A. Wilder. il Eng N 106:64-5 Ja 8 '31
Through-cantilever bridge of concrete built in Scotland. il Eng N 107:300 Ag 20 '31
Two concrete bridges win Fowler awards. il Concrete 37:16 S '30
Two high traveling towers with chutes place concrete on New Brunswick multiple arch bridge. M. Goodkind. il diags Eng N 104:317-21 F 20 '30
Welded truss reinforcement for concrete bridges. Eng & Contr 69:216-17 My '30
Where cost economies are gained in concrete highway bridges. C. B. McCullough. Concrete 38:45-6 Mr; 43-4 Ap '31
Winter concreting on a three-arch bridge. R. F. Rey. il Eng N 105:1004-5 D 25 '30
Winter construction of concrete bridges on Ohio River boulevard. V. R. Covell and P. J. Freeman. il Eng N 105:482-5 S 25 '30
Winter-laid 10,000-lb. concrete on Chicago viaduct. A. R. Lord. il Eng N 105:258 Ag 14 '30
Working stress of 1,200 lb. used for 39-ft. concrete slabs for Seattle viaduct. C. H. Eldridge. il diags plan Eng N 105:981-2 D 18 '30

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Bridge replacement at Plattsburgh, N. Y. diag Eng N 105:275 Ag 14 '30
Concrete arch railway bridge, Belleville, N.J.; unit prices. diags Eng N 107:389 S 3 '31
Concrete bridge at Boise, Idaho; unit prices. plan Eng N 106:581 Ap 2 '31
Concrete bridge over Schuylkill river, Reading; unit prices. diags Eng N 106:830-1 My 14 '31
Concrete highway bridge in Florida; unit prices. diag Eng N 106:463-4 Mr 12 '31
Concrete viaduct 2,400-ft. long over two railways and the Los Angeles river; with costs. Eng N 104:1075-6 Je 26 '30
Extensive bridge and approach project in Rochester. diags Eng N 105:79-80 Jl 10 '30
High-level concrete highway viaduct on Jersey Meadows; cost. diag Eng N 104:997-8 Je 12 '30
Unit prices, reinforced-concrete bridge in Los Angeles. plan Eng N 105:791-2 N 13 '30

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Behavior of a reinforced concrete arch during construction. S. B. Slack. il diags Am Soc C E Proc 55:2279-99 N '29; Abstract. Eng N 103:336-9 Ag 29 '29; Discussion. Am Soc C E Proc 56:365-8, 1033-40, 1657-8, 2025-6 F, My, S, N '30; Eng N 103:543-4 O 3 '29
Computation of stresses in bridge slabs due to wheel loads. H. M. Westergaard. diags Pub Roads 11:1-23 Mr '30

BRIDGES, Electric railroad

Construct belt line to serve carload business; Chicago & Illinois Valley R.R. W. M. Irwin. il Elec Traction 26:637-9 D '30
Immense viaduct carries Dallas lines over Trinity river. B. R. Brown. il Elec Traction 27:217-18 My '31
New bridge and viaduct track and special work opens up another Chicago artery. il diag map Elec Traction 27:113-15 Mr '31

BRIDGES, Iron and steel

Award prizes for steel bridge designs. il Iron Tr R 86:61 Ap 24 '30
Beauty in simple highway bridges. P. H. Wood. Can Eng 39:731-2 D 23 '30
Bridge in Allegheny county, Pa. contract. diag Eng N 105:437 S 11 '30
Bridge rail panels made from malleable cast iron. il Foundry 59:53-6 Jl 15 '31
Bridges welded in field on Australian railway. il Eng & Contr 68:531 D '29
Burlington-Bristol bridge incorporates 534-foot steel-floored lift span. il Steel 89:45-6 Jl 2 '31
Cantilever erection of a 534-ft. lift span: Burlington-Bristol bridge. H. G. Veeder, jr. il Eng N 106:798-800 My 14 '31
Chicago steel bridge decorated as most beautiful built in year. il Steel 89:16 N 9 '31
Deflection tests show rigidity of steel rigid-frame bridges. R. M. Hodges. diag Eng N 107:371 S 3 '31
Design of bridges for highways; concrete substructures and steel superstructures. E. Feldman. Can Eng 60:56+ Ap 14 '31; Same cond. Pub Works 62:26+ My; 48+ Je '31
Erecting a 750-ft. steel arch without falsework; Croton lake, Westchester county, N. Y. W. F. Welsch. il diag map Eng N 107:94-7 Jl 16 '31
Erecting the Sydney harbor steel-arch bridge. il diags Eng N 105:646-8 O 23 '30
Erection of the main span cross-girders of Sydney Harbour bridge. il Engineering 131:332, 337 Mr 6 '31
Experience with girder-beam bridges in Georgia. S. B. Slack. il diags Eng N 107:100-1 Jl 16 '31
Fine bridge now links Lister and Farsund, Norway. K. Lund. il Comp Air M 35:3206 Ag '30
First arc-welded bridge in Europe; Lowicz, Poland. S. Bryla. il diags Eng N 104:644-5 Ap 17 '30
Golden Gate bridge. diags map Eng N 106:890-3 My 28 '31
Golden Gate bridge to be longer than Hudson River bridge. diags Iron Age 127:1979+ Je 18 '31
Guy-derrick erection of steel bridges and viaducts. il diags Eng N 105:318-23 Ag 28 '30
High viaduct 3 miles long will complete gap in Holland tunnel road. diag map Eng N 104:973-4 Je 12 '30
Judged the most beautiful steel bridges built in 1930. il Am Arch 140:40-1 Ag '31
Kill van Kull bridge uses hinges weighing 98 tons. il Iron Tr R 86:62 F 13 '30
Light steel floor governs long lift-span design; Burlington-Bristol toll bridge. E. E. Paul. il diags Eng N 106:796-8 My 14 '31
McKees Rocks and West End steel arches. il diags map Eng N 106:676-80 Ap 23 '31
Manganese steel is employed in Kill van Kull bridge. il Steel 87:57+ Jl 17 '30
Die neue brücke über den hafen von Sydney. R. Böklen. il diags map Zeit Ver Deutsch Ing 74:1657-61 D 6 '30
Neuere geschweisste brücken. R. Bernhard. il diags Zeit Ver Deutsch Ing 74:1201-7 Ag 30 '30
New Wearmouth bridge, Sunderland. G. L. Groves. Engineer 149:332-3 Mr 21 '30; Same. Eng & Contr 69:277-8 Jl '30
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Progress review of bridge engineering. D. B. Steinman. Can Eng 57:849-54 D 31 '29; Same abr. Eng & Contr 68:503-9 D '29; Excerpts. Iron Tr R 85:1308-9 N 21 '29
Record plate-girder bridge span; approach to highway span over Maumee river at Toledo, Ohio. F. W. Skinner. il diags Eng & Contr 70:161-3 Jl '31; Same. Roads & Sts 71:259-60 Jl '31
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Seven new Mississippi river highway bridges. diags Eng N 105:181-4 Jl 31 '30

BRIDGES, Iron and steel—*Continued*

Silicon-steel arch, 1,650 ft. in length, spans harbor at Sydney, Australia. il Eng & Contr 70:133-6 Je '31

Silicon steel used liberally in 1,257-ft. continuous truss bridge. I. L. Pesses. il diags Eng N 105:572-5 O 9 '30

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Iron
Limestone
Lumber
Marble
Masonite
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Tin cans

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See also

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- Chilled iron
- Corrosion and anti-corrosives
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Cotton
Lignin
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Centrifugal machines
Chemical engineering—Apparatus and supplies
Chemical laboratories—Equipment
Chemical plants—Equipment
Distillation apparatus
Drying apparatus
Evaporators
Extraction apparatus
Filters and filtration (technical chemistry)
Gas washing bottles
Gases—Apparatus
Metallurgical apparatus
Percolation apparatus
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Chemistry—Study and teaching
Chemists—Training

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Alcohols
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Atoms
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Catalysts
Change of state
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Ionization
Ions
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Architect specifies warm-air heating for St Patrick's church, Dunlap, Iowa. G. R. Harrison. plan Sheet Metal Worker 21:588-9 O 3 '30
Downward ventilation in winter, upward in summer, for Temple Emanu-El conserves fuel; interview with Alfred L. Jaros, jr. S. P. Moore. il diags Heating-Piping 2:825-7 O '30
First Baptist church, Tarrytown, N. Y. is heated with gas-fired fan furnaces. il plan Sheet Metal Worker 21:295-6 My 16 '30
Heating and ventilating churches. S. R. Lewis. il diags Heating-Piping 2:552-5 Jl '30
Heating and ventilating systems of the Temple Emanu-El. K. K. Stowell. diags Arch Forum 52:265-8 pt 2 F '30
They spent $1400 and are thoroughly satisfied. il Sheet Metal Worker 22:209-10 Ap 17 '31
Warm-air furnaces heat two Gibbon, Minnesota churches. il Sheet Metal Worker 21:201 Ap 4 '30

France

Churches of France. D. N. Arms. 179p, 51 pl Macmillan '29

CHURCHILL, Manitoba

Churchill townsite plans ready. Can Eng 60:68 My 5 '31
Leasehold system for Churchill. A. C. Campbell. Can Eng 58:538 Ap 29 '30
Power for an Arctic elevator. A. W. Bromley. il map Elec J 28:622-3 N '31

Harbor

Churchill harbor construction. F. Oliver. Can Eng 57:799-800 D 10 '29; Excerpt. Engineering 129:71 Ja 17 '30
Good progress at Churchill. Can Eng 59:702 D 9 '30
Harbour works at Churchill. Engineering 130:720 D 5 '30

CHUTES

Belt conveyor discharge chute location. chart Power Pl Eng 35:671-2 Je 15 '31; Same. Melliand 3:258-9 Je '31; Same. Can Min J 52:723-4 S '31; Same. Pulp & Pa M Can 31:1055+ S 17 '31
Cableways and chutes aid in building station; Botocan Falls hydro-electric plant, Luzon, Philippine Islands. G. E. Schreiber. il Elec W 98:596-7 O 3 '31
Detail of trash chute. Arch Rec 67:531 Je '30
New coke chute. H. J. Toogood. il Gas J (Lond) 192:225 O 22 '30
Pilfer-proof laundry chute. L. S. Flint. il diag Sheet Metal Worker 22:524 S 4 '31
Reducing coke and gas coal breakage. E. J. Tournier. il diags Gas Age 67:667-9 My 2 '31
Spiral gravity shoots. il Mech Handling 18:121-2 Ap '31

See also
Ore chutes

CHYLOMICRONS

Chylomicron emulsion. S. DeW. Ludlum, A. E. Taft and R. L. Nugent. il J Phys Chem 35:269-88 Ja '31

CIBA dyes

Ciba and Cibanone dyes and midland vat blues on cotton and on artificial silk. Textile Col 52:387-9+ Je '30
Dyeing of silk with Ciba and Cibanone colors. Textile Col 53:381-4 Je '31

CIBANONE dyes

Dyeing of silk with Ciba and Cibanone colors Textile Col 53:381-4 Je '31

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Les alcools de cidres et de pommes. A. Ranc. Chimie & Ind 25:1001-3 Ap '31
Contribution à l'étude des industries de la pomme. G. Warcollier. Chimie & Ind 26:15-32; Discussion. 32 Jl '31

CIGAR lighters

Question we can't answer—but do; how many lighters (pocket and table) have been sold. Ptr Ink 150:69+ Ja 2 '30

CIGARET boxes

Family of de luxe cigarette boxes; designed by O. H. Hadank for Haus Neuerberg, Germany; photographs. Adv & Sell 17:sup [Adv Arts] 32 Jl '31

CIGARET paper

Our 120 billion cigarettes may yet be 100% American; import of French paper threatened by domestic manufacture. Business Week p22 Mr 25 '31
Patriotism to the rescue of U.S. cigarette paper. Business Week p7-8 N 18 '31

CIGARETS

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Cash coupon comes back; Philip Morris & company. Ptr Ink 156:112 S 17 '31
Cigarette companies' 1930 possibilities. Barron's 10:12 Mr 24 '30
Cigarette industry at peak despite depression; how the American tobacco co. is attaining record volume and earnings. C. W. Steffler. Comm & Fin 19:1701-2 S 10 '30
Cigarette makers invoke law to impede rolling-your-own. Business Week p14 O 28 '31
Cigarette package of the future. E. Arens. il Adv & Sell 16:sup [Adv Arts] 28-32 My '31
Cigarette sales show just what difference a few cents make. Business Week p11-12 S 30 '31
Composition of cigaret and cigaret smoke. M Fishbein. Sci Am 142:77 Ja '30
Drop in cigarette sales tests tobacco strategy. Business Week p29-31 Ag 26 '31
G. C. Stevens creates matchless cigarette. East Underw 32:22 O 30 '31
Research + courage = another 1931 sales achievement; R. J. Reynolds tobacco company. J. G. Donley. il Forbes 28:10-12 Ag 15 '31
Rise in cigarette tax revives "roll your own." Business Week p12 My 13 '31
Selling cigarettes? don't overlook your charter provision. E. L. Barringer. il Nat Pet N 22:29-30 N 5 '30
Steadily mounting cigarette sales contribute to strength of giant tobacco manufacturer. M. A. Jurgens. Mag of Wall St 45:768-9+ Mr 8 '30

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Bull Durham essays a comeback. Comm & Fin 20:1277 S 2 '31
Camel campaign takes its cue from new wrapper. Ptr Ink 154:12 F 26 '31
Camel, Lucky Strike and Chesterfield. Ptr Ink 152:52 Ag 28 '30
Cigarette advertising ban will be lifted by Saturday Post. Sales Management 23:326 Ag 30 '30
Don't let improvements steal the spotlight; Marlboro cigarette advertising. il Ptr Ink 150:10+ Mr 13 '30
End of a foolish war; smokes versus sweets. Comm & Fin 19:256 Ja 29 '30
Happy-go-luckies. il Ptr Ink 151:42 My 8 '30
Hill hits United discrimination with $667,800 more advertising. L. M. Hughes. Sales Management 25:178-9 Ja 31 '31
How cigarette companies hope to boost sales still more in 1931. P. B. B. Andrews. il Adv & Sell 16:32+ F 18 '31
How far I can go with George Hill. C. C. Hopkins. Adv & Sell 14:20 Ap 30 '30
In copy it's nuance—ask Chesterfield. R. T. Warwick. il Ptr Ink 150:17-20 Ja 30 '30
Luckies and the brokers. Ptr Ink 151:76+ Je 5 '30
Lucky Strike sales at $200,000,000. L. M. Hughes. il Sales Management 23:132-3+ Jl 26 '30
National better business bureau vs. American tobacco, et al. Ptr Ink 150:65-6 F 27 '30
New Wings cigarette increases "big four" to five in Chicago. il Sales Management 23:94 Jl 19 '30
O.B.O.C.A.; W.C.T.U.'s clipping campaign. P. H. Erbes, jr. Ptr Ink 156:25-6 Ag 20 '31
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Queen steps out: a reminiscence. il Ptr Ink 156:59-60 Jl 30 '31

Six long days he labored—and brought forth this! copy for the sophisticated. A. R. Barkley. il Ptd Salesmanship 54:437-8+ Ja '30

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Wings, a new cigarette, to take its first flight. il Ptr Ink 151:25-6 Je 12 '30

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Comas D-2 cigarette packing machine. il Dun's Int R 56:70 N '30

Competition certain to hasten use of new cigarette machine manufactured by American machine & foundry co. Business Week p13 Ap 29 '31

Large cigarette factory electrical installation; Carreras, ltd. il Elec R (Lond) 106:102-8 Ja 17 '30

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Chains act to end the cigarette war. Comm & Fin Chr 131:1178 Ag 23 '30

Chains resume cigarette war; independents to ask U.S. aid. L. M. Hughes. Sales Management 20:494+ D 14 '29

Cigarette boost helps gross; may improve merchandising. Business Week p14 Jl 8 '31

Cigarette price war breaks out afresh. Comm & Fin 18:2681-2 D 18 '29

Cigarette prices advanced in Chicago. Barron's 10:16 Ja 27 '30

Cigarette prices again reduced. Comm & Fin Chr 129:3559 D 7 '29

Cigarette-razor blade deal turns out to be double-edged. Business Week p7-8 F 4 '31

Investigation of cigarette prices. Barron's 11:4 Ag 3 '31

Prospects for higher cigarette prices. Barron's 11:11 My 25 '31

Tobaccos in a healthier shape. Barron's 10:21 F 3 '30

What the cigarette price advance means. Barron's 11:25 Je 29 '31

Where a few cents mean millions; increase in retail price may have security significance. H. Richmond, jr. il Mag of Wall St 48:96-7+ My 16 '31

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More inside facts on the cigarette battle. Sales Management 20:583 D 28 '29

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Breaking away from display traditions; Wm. Penn cigars. il Ptr Ink 154:20 Ja 15 '31

Cigar output lowest in 23 years. Barron's 11:27 F 2 '31

Electric tubular heating; its application to the storing and conditioning of cigars. il Elec R (Lond) 108:188-9 Ja 30 '31

Five-cent cigar increases lead. Barron's 10:26 My 5 '30

King Edward gets 200,000,000 sales through independent outlets. Sales Management 22:122 Ap 19 '30

1930 burned up fewer cigars; burned out more cigar makers. Business Week p10 F 11 '31

Plus values in advertising—how we draw them out; General cigar co. W. Best. il Sales Management 21:104-5+ Ja 18 '30

Readjustment in the cigar industry. J. H. Melhado. Barron's 11:18-19 Jl 20 '31

Some cigar companies may cut dividends. Barron's 10:27 Je 16 '30

Tobacco growers find figures cannot keep Sumatra out. Business Week p9-10 N 18 '31

Wisconsin court brands exclusive retailer contract illegal. Sales Management 23:92+ Jl 19 '30

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And now another advertising battle begins. il Ptr Ink 150:10+ Ja 2 '30

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Cigar advertiser stresses style. il Ptr Ink 149:76 N 28 '29

Cigar attempts a comeback; advertising budgets increase. Sales Management 21:350 F 22 '30

Cremo cigar campaign attacked by National better business bureau. Adv & Sell 14:23-4+ F 19 '30

Memo to Mr George Washington Hill. E. Whitmore. il Ptd Salesmanship 58:30-1+ S '31

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Controlled weather produces quality cigars. R. D. Touton. il Heating-Piping 2:547-51 Jl '30

Dozen kinds of equipment—but handling unity; Bayuk cigars, inc. H. P. Wurman and R. D. Touton. il Factory & Ind Management 82:183-6A Ag '31

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Insulation decreases load on industrial air conditioning plant by one-third at central plant of Bayuk cigars, inc. R. D. Touton. il Heating-Piping 3:453-7 Je '31

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CINCHONINE

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Moving a mountain for the Cincinnati terminal. R. N. Van Winkle. il plan Explosives Eng 8:179-82 My '30; Same, without plan. Prof Eng 15:14-15+ Je '30

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Cincinnati street railway opens Fernbank suburban line. il Elec Traction 27:57-9 F '31

Modern machinery a sound investment for better maintenance. E. J. Jonas. il plan Elec Ry J 74:418-21 Je 14 '30

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Cincinnati eliminates unnecessary poles. il diag Elec Ry J 75:306-7 Je '31

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Acquisition and operation. Comm & Fin Chr 131:627 Jl 26 '30

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CINDER concrete blocks. See Concrete blocks

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Excavation
Filling
Flood control
Foundations
Highway engineering
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Metropolitan districts
Mining engineering
Moving of structures
Municipal engineering
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Piles and pile driving
Pipe laying
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Silk printing
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Overhead traveling storerooms lower cost of making fans; East Springfield works of the Westinghouse electric & mfg. co. T. O. Armstrong. il plan Iron Age 127:540-5 F 12 '31

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Plant handles scrap by conveyors; Motor wheel corporation, Lansing, Mich. il Iron Age 125:631-2 F 27 '30

Profits are made or lost through materials handling; Wieland dairy company, Chicago. H. G. Wieland. il diags Food Ind 2:442-7 O '30

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Sand plant developed to help sell crushed stone; North shore material company, Burlington, Wis. G. F. Daggett. il diags Rock Prod 33:45-8 O 25 '30

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Some recent conveying equipment. A. F. Beasley; H. H. Greene. il Rock Prod 33:111-14 Ap 12 '30

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Twin spirals convey materials. il Eng N 105:386 S 4 '30

200 tons of parts daily—our materials-handling problem; Syracuse washing machine corporation. R. G. Rech. il plan Ind Eng 87:614-17 D '29

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Use of alternating current for handling coal. R. F. Emerson. il diags Gen Elec R 34:316-22 My '31

Vitreous enameling and burning on conveyors under definite control; Westinghouse electric & mfg. co. Mansfield, Ohio, works. il plan Iron Age 127:1584-90 My 14 '31

Vitreous enameling process is semi-automatic; Detroit Michigan stove co. J. B. Nealey. il plan Iron Age 126:1590-2 N 27 '30

Waste motion eliminated in conveyorized foundry; Bendix Stromberg carburetor co, South Bend. R. A. Fiske. il layout Iron Age 127:1258-63 Ap 16 '31

West lip-bucket conveyor improvements. il diag Gas J (Lond) 189:699-700 Mr 12 '30; Mech Handling 17:144 My '30

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See also

Ash handling
Buckets
Cableways
Cement handling
Coal handling
Cranes, derricks, etc.
Freight handling
Hoisting machinery
Loading and unloading
Mail handling
Mechanical handling
Mine haulage
Ore handling
Pneumatic conveying
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Auxiliary devices prove their usefulness in materials-handling systems. J. C. Siegesmund. il plans Ind Eng 87:565-7; 88:87-9 N '29, F '30

Backstop takes hold with slight reversal. il Coal Age 35:322-3 My '30

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On and off, up and down, automatically; Cutler-Hammer, inc, Milwaukee. R. G. Lockett. il Maintenance Eng 89:491-4 O '31

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Cost of operation

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16th century chain pump at Hampton court; the first push-plate conveyor. G. F. Zimmer. diag Mech Handling 18:75-7 Mr '31

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Lubrication of conveyor mechanisms; antifriction bearings, their construction and their care. il Can Min J 52:301-3 Mr 20 '31

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Power to operate conveyors. E. J. Tournier. il Power Pl Eng 34:710-14 Je 15 '30

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CONVEYING machinery, Portable

Economical portable screw conveyor for handling sacks. il Concrete 36:118-19 My '30

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Acid-resisting materials
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Boilers—Corrosion
Calorizing
Concrete—Protection
Corrosion resisting materials
Electrolytic corrosion
Galvanizing
Gas pipes—Corrosion
Gas pipes—Protection
Locomotive boilers—Corrosion
Metal coating
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Torque, thrust and power for drilling. O. W. Boston and C. J. Oxford. S A E J 28:378-83 Mr '31; Excerpt (table). Mach 37:584 Ap '31; Abstract. Automotive Ind 64:160 Ja 31 '31

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Bleaching
Blue
Calico printing
Coal tar products
Color in the textile industries
Color matching
Color printing
Crystal violet
Indigo
Logwood
Naphthol AS
Red
Stains and staining (microscopy)
Sulfur dyes
Textile printing
Thiazoles

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Electric meters
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Magnetic measurements
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Frequency meters
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Voltmeters
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Coal mines and mining—Accidents and explosions
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Flour mills
Food factories
Foundries
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Docks—Fire protection
Dyehouses—Fires and fire protection
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Fire apparatus
Fire departments
Fire escapes
Fire resisting materials
Fire service (water supply)
Firemen
Fireproof construction
Fireproofing
Hangars—Fires and fire protection
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Fire resisting materials
Steel construction
Steel houses

Testing

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Bridges—Fires
Electric fires
Fire extinction
Fire protection
Forest fires
Inflammable mixtures
Mine fires
Oil fires
Petroleum refineries—Fires and fire protection
Railroads—Fires and fire protection
Salvage (fires)
Spontaneous combustion

FIRESTONE, Harvey

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Die feuerungsleistung. P. Rosin and R. Fehling. Zeit Ver Deutsch Ing 74:395-9 Mr 29 '30

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FIRST aid in illness and injury

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Blast furnaces
Flue gas
Fumes
Smelter fumes
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Flour
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Machinery—Foundations
Pavements—Foundations
Piers (foundations)
Piles and pile driving
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Shoring and underpinning
Steam turbines—Foundations
Walls

FOUNDATIONS, Charitable and educational

American foundations for social welfare. rev ed 56p Russell Sage foundation, New York '30

Foundation: its place in American life. F. P. Keppel. 113p Macmillan '30

FOUNDATIONS, Subaqueous

Government elevator at Prescott, Ont.; driving the piling for the foundations. E. Smith. il plan Can Eng 58:501-4 Ap 22 '30

Municipal pier and bulkhead system of Long Beach, California. M. Wharton. il Eng & Contr 69:169-71 Ap '30

River locations present new problems. L. G. E. Bignell. il diag Oil & Gas J 29:40+ D 11 '30

See also

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Concrete construction, Subaqueous
Dams—Foundations
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FOUNDERS holding company, inc.

Merges Second founders share corp. Comm & Fin Chr 130:3170 My 3 '30

FOUNDING. See Aluminum founding; Brass founding; Bronze founding; Foundry practice; Iron founding

FOUNDRIES

Aeronautical aluminum foundry; Wright aeronautical corporation, Paterson, N. J. F. L. Faurote. il fold plan Iron Age 124:1587-92, 1650-4 D 12-19 '29

Aims at perfection in malleable castings; Columbia malleable castings company. P Dwyer. il plan Foundry 58:66-71 D 1 '30

Alabama makes 65 per cent of nation's cast iron pipe. P. Dwyer. il Foundry 58:98-103+ Mr 1 '30

Bonds fitting cores with cement; Walworth co. plant in Attalla, Ala. P. Dwyer. il diag Foundry 59:77-80 Mr 1 '31

Canadian shop controls product; Robert Mitchell co. ltd, St Laurent, Que. il Foundry 59:73-4 My 1 '31

Casts pipe vertically in sand; National cast iron pipe co, Birmingham, Ala. P. Dwyer. il plan Foundry 58:104-7 S 1 '30

Casts pipe with universal joints; Bessemer, Ala. plant of the Central foundry co. P. Dwyer. Foundry 58:42-6 N 15 '30

Cleveland foundries supply castings for diversified industries. il Foundry 58:168-75 My 1 '30

Combines casting and forging work; Forging & casting corporation, Ferndale, Mich. makes an air-hardening alloy steel for tools. il Iron Age 126:234 Jl 24 '30

Diversity of product contributes to success; Barbour-Stockwell co., Cambridge, Mass. H. R. Simonds. il Foundry 57:961-4 N 15 '29

General steel castings corporation completes eastern plant. il Ry Age 88:1548D103-6 Je 24 '30

Makes textile machinery castings in a new foundry. P. Dwyer. il layout Foundry 58:88-93+ Ja 1 '30

Malleable foundry makes wagon skeins; St Louis malleable casting co. N. F. Hindle. il plan Foundry 58:214-18 My 1 '30

Marine castings made in Panama Canal foundry. C. A. McIlvaine. il Foundry 59:91-2 My 15 '31

Melts iron and steel in electric furnace at the Lidgerwood Pacific co. plant, Tacoma, Wash. G. S. Schaller. il diag Foundry 58:48-51 Ag 15 '30

Mirroring an industry. il Foundry 59:78-81+ Ap 15 '31

Modern plant for malleable castings; Columbia malleable castings corporation. il plans Iron Age 125:1285-9 My 1 '30

New ironfoundry for John Harper and co., ltd., of Willenhall. il Engineer 152:268 S 11 '31; Electrician 107:345 S 11 '31

Nothing but the best; Caterpillar tractor company, Peoria, Ill. M. J. Gregory. il Factory & Ind Management 81:221-4+ F '31

Perran foundry. Engineer 148:577 N 29 '29

Plant for making large steel castings; Ohio steel foundry company. C. Longenecker. il Blast F & Steel Pl 18:622-3+ Ap '30

Pours 500 tons of iron daily into soil and pressure pipe; Central foundry co. P. Dwyer. il Foundry 59:71-5 F 1 '31

Pours ice machinery castings in new foundry; York ice machinery corporation. P. Dwyer. il layout Foundry 57:988-92+, 1043-7 D 1-15 '29

Pressure pipe is cast horizontally; McWane cast iron pipe co. P. Dwyer. il Foundry 58:48-51+ S 15; 99-102 O 1 '30

Representative foundries in Chicago. Foundry 59:114-16 Ap 15 '31

Southern foundry concentrates on special pipe shapes; Bessemer foundry & machine co, Bessemer, Ala. P. Dwyer. il Foundry 58:54-8 O 15 '30

Specializes in stoves for seventy-six years; Walker & Pratt manufacturing co, Watertown, Mass. P. Dwyer. il Foundry 59:26-8+ S 15; 57-9+ O 1 '31

Specialty foundry for electric alloy steel castings; Duriron co. Dayton, Ohio. B. Finney. il Iron Age 128:246-9 Jl 23 '31

Speed work in new Caterpillar Tractor shop, Peoria, Ill. il plan Foundry 58:50-5+ My 15 '30

Steel foundry centralizes operations; Farrell-Cheek steel foundry co., Sandusky, Ohio. N. F. Hindle. il plan Foundry 57:1034-9 D 15 '29; Same. Iron Tr R 86:37-41 Ja 16 '30

Tap unsuspected casting market. Foundry 59:62-5 F 1 '31

Tennessee shop makes stove castings with production equipment; Allen mfg. co. F. G. Steinebach. il diag Foundry 59:46-50 Je 1 '31

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See also

Brass foundries
Foundry management
Foundry practice

Congresses

Association technique de fonderie de Belgique convention, Liege, June 22-28. Foundry 58:95-7 Ag 1 '30

Electric equipment

Constant-air-weight method of cupola blowing. H. V. Crawford. il Gen Elec R 33:682-9 D '30

Electrical metal-pouring unit. il Iron Age 125:1392 My 8 '30

General steel castings company believes in spending money for continuity of electric service and to facilitate expansion. il plans diags Elec W 95:1080-90 My 31 '30

Planning power distribution; General steel castings corporation. W. R. Chambers. il plans Ind Eng 89:8-11 Ja '31

Power rate influences electrical equipment and melting costs. O. H. Henschel. diag Foundry 59:57-9 Je 1 '31

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Electric furnaces, Foundry

Employees

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Executives are former apprentices; General electric co. E. H. Ballard. Foundry 59:95 F 1 '31

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Let apprentices sell apprenticeship. C. J. Freund. il Foundry 58:84-7 F 15; 111-14 Mr 1 '30

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Must educate foundry personnel. J. A. Davies. Foundry 57:972 N 15 '29

Needs special foundry training. P. R. Hall. Foundry 59:69 Mr 1 '31

Teach foundry practice course at night classes; Vocational school of West Allis. M. J. Shogren and J. Davis. Foundry 59: 78-9 Ap 1 '31

Training foundry apprentices. P. R. Ramp. il Iron Age 125:215-18 Ja 16 '30

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Where are the young foundrymen? S. W. Utley. Foundry 58:73-4 S 15 '30

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Equipment and supplies

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American seating co. increases production with handling equipment. il Foundry 59:40-1 O 15 '31

Berliet motor-vehicle plant. M. Chose. il Comp Air M 36:3548-9 Jl '31

Brosius auto floor manipulator. il Blast F & Steel Pl 19:1129 Ag '31

Chevrolet speeds foundry output with conveyors; illustrations. Foundry 59:60-1 N 1 '31

Compact foundry handling system; General electric co., Pittsfield, Mass. S. G. Koon. il plan Iron Age 125:1069-72 Ap 10 '30

Completely mechanized foundry for tractor castings; Allis-Chalmers manufacturing company. E. A. Harrison. il plans Am Mach 72:445-8 Mr 13 '30

Continuous oven reduces core losses. J. B. Nealey. il Foundry 58:58-60 Ag 15 '30

Conveyor takes ingots from molds to soaking pits; Rouge plant of the Ford motor co. il Iron Age 126:1847 D 18 '30

Conveyors insure maximum output in minimum space; American foundry co. il Iron Age 128:927-33 O 8 '31

Economies in production of heavy steel castings; General steel castings corp, Eddystone. Pa. E. C. Kreutzberg. il Steel 88:35-7+ My 14 '31

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Foundry installs large ovens; General steel castings corp., Eddystone, Pa. il Foundry 59:95-6 My 15 '31

Foundry of Morris motors ltd. il diags Automobile Eng 20:3-8 Ja '30

Foundry operates production units; Kenosha foundry of the Nash motors company. il diags Iron Age 125:1138-43 Ap 17 '30

Foundry pours 4000 tons monthly; Allis-Chalmers mfg. co, Milwaukee. J. B. Nealey. il Iron Tr R 86:51-4 My 22 '30; Same. Iron Age 126:418-21+ Ag 14 '30

Gas-fired horizontal oven bakes cores rapidly; straight-line production, Lakey foundry & machine co., Muskegon, Mich. E. Bremer. il Foundry 58:68-72 F 15; 115-20 Mr 1 '30

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Jobbing foundry uses conveyors; Eastern steel castings, Newark, N. J. S. G. Koon. il Iron Age 125:853-7+ Mr 20 '30

Machine-paced founding; Caterpillar tractor company. il Am Mach 73:811-14 N 20 '30

Makes rustless steel castings; Ohio steel foundry co, Springfield, Ohio. il Iron Age 125: 993-6 Ap 3 '30

Manufacturing foundry with jobbing conditions to meet. H. M. Lane. il Iron Age 127: 236-41 Ja 15 '31

Massive castings made with cores in new steel foundry. E. F. Cone. il plan Iron Age 127: 1416-21 Ap 30 '31

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Mechanical handling operations at foundry of a large motor works; Morris motors, ltd., Coventry. G. F. Zimmer. plan Cassier's Mech Handling 17:3-4, 35-8 Ja-F '30

Mechanizing a giant foundry; Allis-Chalmers manufacturing company, Milwaukee. J. B. Nealey. il Sci Am 143:44-5 Jl '31

Mechanizing brings large savings; Ohio brass co., Mansfield. T. L. Prentiss. il Iron Age 125:567-70 F 20 '30

Modern equipment saves time and labor in new foundry; Hart Parr division of the Oliver farm equipment co. il Iron Age 126: 836-9 S 25 '30

Mold-handling methods. W. L. Hartley. il Iron Age 128:170-3+ Jl 16 '31

Money savers in modernized foundries. W. C. Wright. il Iron Age 126:1752-7 D 11 '30

Moving pouring platform features southern castings plant; Stockham pipe & fittings company, Birmingham, Ala. J. B. Nealey. il Iron Age. 127:1334-7 Ap 23 '31

New sand spun pipe plant; Staveley coal and iron company, ltd. il Engineer 152:322, 324 S 25 '31; Gas J (Lond) 195:728-9 S 23 '31

One man handles all pouring operations. il Foundry 59:100 F 1 '31

Pours carburetors with electric furnace iron; Bendix-Stromberg carburetor co. C. E. Schubert. il Foundry 59:61-5 Mr 15 '31

Production costs reduced with a new steel foundry; Lebanon steel foundry, Lebanon, Pa. il layout Foundry 58:44-7+ D 15 '30

Production of large steel castings; the new plant of the General steel castings corp, Eddystone, Pa. E. C. Kreutzberg. il Foundry 59:44-9 My 1 '31

Pulverized coal experiences in a malleable iron foundry; Erie malleable iron co. C. F. Herington. il plan Iron Age 127:1896-1901 Je 11 '31

Refractories for steel pouring equipment. R. H. Stone. diags Blast F & Steel Pl 19:865-6, 869-71+ Je '31

Rex leak-proof conveyor for foundry service. il Iron Age 125:1474 My 15 '30

Sand handling at Canadian steel foundries, ltd. D. Macinnes. il diag Iron Age 127:1596-1600 My 14 '31

Scheduled lubrication puts trucks and trailers on the spot; Lakey foundry company. il Ind Eng 87:609-10 D '29

Special equipment speeds output in new steel foundry; Lebanon steel foundry, Lebanon, Pa. E. F. Cone. il Iron Age 126:1682-7 D 4 '30

Specify production needs; Eddystone plant of the General steel castings corporation. J. W. Shaver. il Factory & Ind Management 80:296-8 Ag '30

Straight-line output and mechanical handling in a radiator plant; American radiator co. G. L. Lacher. il plan Iron Age 126:1833-9+ D 18 '30

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Synchronization of equipment aids material handling; Richardson & Boynton co, Buffalo. W. C. Babbitt. il Foundry 59:51-2+ Mr 15 '31

Tractor plant foundry built for mass production; Caterpillar tractor co, Peoria, Ill. il Iron Tr R 86:57-60 My 22 '30

Waste motion eliminated in conveyorized foundry; Bendix Stromberg carburetor co, South Bend. R. A. Fiske. il layout Iron Age 127:1258-63 Ap 16 '31

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Core ovens
Cupola furnaces
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Layout

Aeronautical aluminum foundry; Wright aeronautical corporation, Paterson, N. J. F. L. Faurote. il fold plan Iron Age 124:1587-92, 1650-4 D 12-19 '29

Doubles steel castings production by new foundry layout; Treadwell engineering co., Easton, Pa. E. C. Kreutzberg. il Iron Tr R 85:1615-18+ D 26 '29

Getting more castings from the same floor space; Lycoming mfg. co, Williamsport, Pa. il diags Iron Age 128:88-92 Jl 9 '31

Layout aids nonferrous production; American mfg. co. Dayton. E. Bremer. il diag Foundry 58:48-51+ Jl 15 '30

Neatness and economy in a small foundry. C. A. Hardy. il Am Mach 75:550-1 O 8 '31

Relocated equipment boosts output; W. A. Jones foundry & machine co., Chicago. R. A. Fiske. il layout Iron Age 125:438-42 F 6 '30

Waste motion eliminated in conveyorized foundry; Bendix Stromberg carburetor co, South Bend. R. A. Fiske. Iron Age 127:1258-9 Ap 16 '31

Lighting

Correct lighting increases efficiency in the foundry. A. Paulus. il Foundry 58:81-2+ O 1 '30

Ohio foundry co. adds lights for greater safety. il Foundry 59:33 O 15 '31

Power

Planning power distribution; General steel castings corporation. W. R. Chambers. il plans Ind Eng 89:8-11 Ja '31

Safety devices and measures

Foundry wins insurance trophy; Chapman valve manufacturing company. il Nat Safety N 23:54+ Je '31

How we get safety; Lukenheimer company, Cincinnati, Ohio; abstracts. G. A. Seyler. Metal Ind 27:568 D '29; Foundry 58:92 Ja 15 '30

Importance of safe footwear in foundries. H. F. Burtt. il Safety Eng 61:255-6 My '31

Monthly safety engineers put a check on accidents; Cincinnati milling machine company. il Nat Safety N 22:82 N '30

More than 1,000 accident-free days; interview with N. E. Green; Louisville car wheel and railway supply company. G. M. Briggs. il Nat Safety N 22:19-20+ S '30

Naval shops run over 7 years without an accident; U. S. naval station, Cavite, P.I. E. B. Fenner. il Foundry 59:49 Je 15 '31

Plan reduction in foundry accidents. Foundry 58:105 N 1 '30

Safety program cuts accidents in Ohio foundry. A. D. Lynch. Foundry 59:50-1 O 15 '31

Save $41,000 in one year; Wheeling mold & foundry company. Nat Safety N 21:76 Mr '30

To intensify safety practices in the foundry industry. Foundry 59:46 N 1 '31

Using posters to prevent accidents and stop waste. J. P. Glynn. il Mach 37:362 Ja '31

Statistics

Fewer foundries producing larger castings tonnage. Steel 87:58+ S 25 '30

Foundries in the United States and Canada, 1930 and 1928. maps Foundry 58:52-6 S 15 '30

China

Modern foundry flourishes in the Orient. P. D. Forbes. Foundry 58:91-2 Mr 15 '30

Czechoslovakia

Skoda works, Pilsen. il Engineer 150:362-4 O 3 '30

Surveys foundry industry in Czechoslovakia. F. Pishek. il map Foundry 58:98-101 S 1 '30

France

District around Ardennes is center of French foundry industry. V. Delport. il Foundry 59:52-4 F 15 '31

Germany

Erträgnisse von hüttenwerken und maschinenfabriken im geschäftsjahr 1929/30, 1930 and 1930/31. Stahl & Eisen 51:782 Je 18 '31

German foundrymen work on standardization. J. Mehrtens. Foundry 59:76-7 F 1 '31

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Two-cycle anneal for malleable iron. T. Kikuta. il Metal Prog 20:86-8 O '31

Russia

Russians place modern tractor foundry in operation. C. R. Cady. il Foundry 59:42-7 Ja 15 '31

FOUNDRY accounting

Budgeting for profits in the foundry. C. E. Knoeppel. Foundry 59:42-4 Jl 1; 38-40 Jl 15 '31

Casting sale price determined by foundry costs. E. Bremer. Foundry 58:59-61 O 15 '30

Cost group considers estimating at A.F.A. convention. Foundry 59:64-5 My 15 '31; Steel 88:57-8 My 21 '31

Evils in using cost figures. A. C. Denison. Iron Age 125:1883+ Je 26 '30

Foundry budget directs operating and sales efforts. A. K. Reading. Foundry 58:53-4 N 15 '30; Excerpts. Iron Age 125:1538 My 22 '30

Four major divisions decide foundry costs. E. T. Runge. Foundry 58:73-5 Je 15 '30

Handling foundry costs with prompt correction of unduly high items. Iron Age 128:491 Ag 20 '31

Standard cost system for cast iron recommended. J. L. Carter. Iron Age 125:1535 My 22 '30

Standardized cost systems must be applied uniformly. A. C. Denison. Foundry 58:88-9 O 1 '30

Unify gray iron costs; Gray iron institute offers standard cost system. Foundry 58:69-70 Ja 15; 109-11 F 1; 81-3+ F 15 '30

Variations in yield exert great influence on brass foundry costs. J. B. Meier. Foundry 59:43-6 F 15 '31

Why not profits in foundries? A. Walton. Iron Age 125:936-7+ Mr 27 '30

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Pacific foundries adopt standards. S. M. Truitt. Foundry 58:173 Je 1 '30

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Beiträge zur eisenhüttenchemie. A. Stadeler. diags Stahl & Eisen 49:1667-71; 50:46-50, 521-5, 1031-4, 1368-72; 51:71-6, 556-60, 889-91 N 14 '29, Ja 9, Ap 17, Jl 17, S 25 '30, Ja 15, Ap 30, Jl 9 '31

FOUNDRY costs

Budgeting for profits in the foundry. C. E. Knoeppel. Foundry 59:42-4 Jl 1; 38-40 Jl 15 '31

Conveyors versus trucks in moving molding sand. H. C. Charles. Maintenance Eng 89:494 O '31

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Power rate influences electrical equipment and melting costs. O. H. Henschel. diag Foundry 59:57-9 Je 1 '31

Steel group has cost figures. G. P. Rogers. Foundry 59:79-80 Je 1 '31

Striking a balance between lower raw material prices and higher operating costs. diag Foundry 59:44-7 Mr 15 '31

FOUNDRY flasks

Fundamentals of foundry practice. I. Lamoureux. diags Foundry 58:65-8 My 15 '30

FOUNDRY furnaces. See Electric furnaces, Foundry; Furnaces, Foundry

FOUNDRY laboratories

United States pipe & foundry co. opens new research laboratory. il Iron Age 126:1398+ N 13 '30; Gas Age 66:779 N 8 '30; Eng N 105:789 N 13 '30

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Das anheizen von Siemens-Martin-oefen und giesspfannen. G. Bulle. il diags Stahl & Eisen 50:193-205 F 13 '30

Fundamentals of foundry practice; different types of iron pouring ladles. I. Lamoureux. diags Foundry 58:96-8+ D 1; 67-8 D 15 '30

Ladle design and service. J. H. Hruska. il diags Blast F & Steel Pl 19:673-7, 836-8 My-Je '31

FOUNDRY machinery

American Machinist 1930 inventory of metal-working equipment; foundry equipment in industrial plants. Am Mach 73:821 N 20 '30

Beardsley & Piper automatic sandmuller with variable ratio. il Iron Age 126:1392 N 13 '30

Giesshallenkran mit masselformmaschine. W. Rollenhagen. il diag Stahl & Eisen 51:936-8 Jl 23 '31

Machine that simplifies pig-iron casting operations. H. L. Kauffman. il Blast F & Steel Pl 19:540-2 Ap '31

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Casting machines

Die casting machines

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Exhibitions

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Exhibition of American foundrymen's association, Chicago, May 4-7. Foundry 59:75-80+ My 15 '31

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Control of materials features die casting plant; Allied die casting corp, Long Island City. H. R. Simonds. il Foundry 58:69-72 Je 15 '30

Control system is applied easily to foundries. C. E. Lynn. Foundry 58:71-2 Ag 15 '30

Data to be supplied by consumers of jobbing castings. Foundry 59:60 Jl 1 '31

Doubles steel castings production by new foundry layout; Treadwell engineering co., Easton, Pa. E. C. Kreutzberg. il Iron Tr R 85:1615-18+ D 26 '29

Every efficient foundry needs a sales manager. E. N. Simons. Foundry 59:29-32 S 15 '31

Foundries keep step with fast pace of industry. A. Lenz. Iron Age 127:1016-19+ Mr 26 '31

Foundry practice keeps pace with rapid industrial developments; Chevrolet motor co. A. Lenz. Foundry 59:44-7 Je 15 '31

Fulfilled promises build foundry business. R. A. Fiske. Iron Age 128:319 Jl 30 '31

Gas-fired horizontal oven bakes cores rapidly; straight-line production, Lakey foundry & machine co., Muskegon, Mich. E. Bremer. il Foundry 58:68-72 F 15; 115-20 Mr 1 '30

Getting more castings from the same floor space; Lycoming mfg. co, Williamsport, Pa. il plan diags Iron Age 128:88-92 Jl 9 '31

How can brass foundries stabilize business? W. E. Freeland. Foundry 58:109-10 Ap 1 '30

How one progressive foundry increased outgoing tonnage; Standard foundry co. Worcester, Mass. Iron Age 126:341-3 Ag 7 '30

Important developments in the gray-iron industry. A. J. Tuscany. Am Mach 72:415-16 Mr 6 '30

Jobbing foundry uses conveyors; Eastern steel castings, Newark, N. J. S. G. Koon. il Iron Age 125:853-7+ Mr 20 '30

Men and machines must fit the needs of the particular shop. A. Walton. Foundry 58:83 O 15 '30

Mold-handling methods. W. L. Hartley. il Iron Age 128:170-3+ Jl 16 '31

Nothing but the best; Caterpillar tractor company, Peoria, Ill. M. J. Gregory. il Factory & Ind Management 81:221-4+ F '31

Producers and users of castings benefit by co-operation. J. D. Judge. il Iron Tr R 86:31-3 Ja 23 '30; Abstract. Mach 36:538 Mr '30

Scientific rate setting predetermines costs; abstracts. T. M. Harrison. Foundry 59:37-8 O 15 '31; Iron Age 128:10-11, 54 Jl 2 '31

Simplify charging floor methods. plan Foundry 59:69 O 1 '31

Steel foundrymen should study pattern costs. W. Donnelly. Foundry 58:56-7 Ag 15 '30

Straight-line cleaning of castings on conveyors. E. F. Miltenberger. il Iron Age 126:5-9 Jl 3 '30

Synchronization of equipment aids material handling; Richardson & Boynton co, Buffalo. W. C. Babbitt. il Foundry 59:51-2+ Mr 15 '31

Uses point system to compute molding piece rates. W. J. MacNeill. Foundry 59:59+ N 1 '31; Same. Iron Age 128:614-15 S 3 '31

Value of sales analysis and market research; abstract. J. P. Newman. Iron Age 125:1606 My 29 '30

We tie pattern-making to production. H. M. Harrold. il Factory & Ind Management 82:327-9 S '31

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What the foundryman faces in 1931. H. M. Lane. Iron Age 127:47+ Ja 1 '31

Why not profits in foundries? A. Walton. Iron Age 125:936-7+ Mr 27 '30

Zeitvorgabe und arbeitsvorbereitung in instandsetzungswerkstätten. H. Leiber. Stahl & Eisen 51:588-92 My 7 '31

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FOUNDRY practice

Accurate finish for match plate patterns. P. H. White. diags Iron Age 126:1214-15+ O 30 '30

Bake cylinder block cores in continuous ovens; Campbell, Wyant & Cannon foundry co, Muskegon, Mich. E. W. Beach. il plans Foundry 58:56-9 D 15 '30

Believe it or not; the foundry industry needs the technician. E. O. Keator. Foundry 58:109-11 O 1 '30

Best practice in casting bronzes; report of the non-ferrous committee of the American foundrymen's association. Brass W 27:181-2 Ag '31

Bethlehem steel co. Lehigh plant makes largest steel casting; platen for huge hydraulic forging press. il Foundry 59:46-50 S 1 '31

Break scrap for foundry in a special pit; General iron works, Denver, Colo. J. C. Coyle. il Foundry 58:69 N 15 '30

Bronze gear blanks poured in spinning steel molds. F. W. Rowe. Foundry 58:59-60+ S 15 '30

Bronze pressure castings require exacting practice. J. E. Crown. diags Foundry 59:39-40 Je 15 '31; Same. Metal Ind 29:335-7 Ag '31

Buda co. produces engines for automotive, marine and industrial purposes. E. Bremer. il Foundry 59:40-3 N 1; 31-3 N 15 '31

Calculations for molding in the foundry. H. W. Dietert. diags Metal Ind 29:380-2 S '31

Carbon can be regulated by cupola practice. G. Olson. il Foundry 59:62-3 Ap 1 '31

Casting chrome-nickel steel requires special care. H. R. Simonds. il Steel 88:42-3 Ap 23 '31

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Caterpillar reclaims core sand by washing method. M. J. Gregory. il Foundry 59:46-8 O 1 '31

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Cleanliness is pride of an Ohio gray iron foundry; G. & C. foundry co., Sandusky, Ohio. E. Bremer. il Foundry 58:80-4 N 1 '30

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Control of moisture in blast reduces loss in piston ring castings. N. A. Moore. Foundry 59:54-6 O 1 '31

Control of sand is as important as control of metal in the foundry. H. W. Dietert. il Iron Age 127:1432-6 Ap 30 '31

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Co-operation brings better pattern equipment. J. D. Judge. il Foundry 58:75-7 Ja 15 '30

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Corrugated pipe pattern forms mold and core; American castings co, Birmingham, Ala. P. Dwyer. il diags Foundry 59:57-60 Je 15 '31

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Duplexing with cupola makes high-grade iron castings; Standard foundry co., Racine, Wis. H. E. Bromer. il Iron Age 125:1372-6 My 8 '30

Examines foundry figures graphically. H. A. Schwartz. il Foundry 58:44-7 Ag 15 '30

Federal reserve bank of Pittsburgh utilizes cast architectural decorations; work of John Harsch bronze & foundry co. N. F. Hindlé. il Foundry 59:26-9 O 15 '31

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Foundry devises economical plan for cutting larger risers. il Steel 89:36 S 3 '31

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Coke
Coke-oven gas
Combustion
Diesel engines—Fuel
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Firing
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Gas, Natural
Gas and oil engines—Fuel
Gas as fuel
Gasoline
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Flue gas—Analysis

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Airship engines
Automobile engines
Carbureters
Cylinders (engines, etc.)
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Gas pumps
Gas turbines
Locomotives, Diesel-electric
Locomotives, Gas and oil
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See also

Refrigerators, Gas

GAS industry

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GAS industry—*Continued*

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See also

Gas, Natural
Gas appliances
Gas as fuel
Gas companies
Gas distribution
Gas heating
Gas manufacture
Gas rates
Gas stoves
Gas works

Accounting

See Gas companies—Accounting

Advertising

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For results in gas appliance advertising use the woman's page. H. W. Stark. Gas Age 65:121-2 Ja 25 '30

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Hartford Gas advertising fits the copy to the customer. H. C. Wilson. il Gas Age 67:825-7 My 30 '31

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Gas heating—Advertising

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Daily Mail ideal home exhibition, April 7-May 2. il Gas J (Lond) 194:157-62 Ap 15 '31

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Associated system promotes house heating continuously. H. E. Jansen. Gas Age 66:270+ Ag 23 '30

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Brooklyn dealers sell $239,596 worth of appliances in 1930. J. M. Connolly. il Gas Age 67:119+ Ja 24 '31

Brooklyn Union supervises and directs its sales allies. il Gas Age 66:789-91+ N 15 '30

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GAS industry—Merchandizing—*Continued*

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Competition and small gas works. G. E. Childs. Gas J (Lond) 195:734-6; Discussion. 736-7 S 23 '31

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Cooperation of industries. M. I. Barber. Am Gas Assn Proc 1929:152-8

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Domestic uses of gas other than cooking. J. K. Swanson. Am Gas Assn Proc 1929:452-6

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Gas sales policy. H. W. Willmer. Gas J (Lond) 188:838-9 D 25 '29

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Group appliance selling. J. Torbert. Gas Age 65:263-4 F 22 '30

Group appliance selling grows in British Columbia. F. H. Fullerton. Gas Age 67:597 Ap 18 '31

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Chemistry
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Gas
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Inflammable mixtures
Ionization, Gaseous
Mine gases
Vapor pressure
Water vapor

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Gasoline, Natural gas—Statistics

Tank truck selling

Salary, commissions, or both to drivers and station men? Nat Pet N 22:217-19 Mr 19 '30

Salesmanship from the truck seat. R. H. Thomas. Nat Pet N 21:101-3+ Ag 14; 91+ Ag 28; 91-2+ S 4; 161-2+ S 25; 97+ O 9; 101-2+ N 27 '29; 22:171+ Mr 19 '30

Argentina

Argentine refineries increase output. Oil & Gas J 29:42 Ag 14 '30

California

Answer contrasts government's policies; Standard oil co. of California reply on gasoline marketing. Oil & Gas J 28:40+ Ap 3 '30

California gasoline shipments decline in 1930. A. E. Mockler. Oil & Gas J 29:209 Ja 29 '31

California has three gasoline lines. L. P. Stockman. il Oil & Gas J 29:T124 Je 5 '30

California natural gasoline situation. R. W. Garman. Nat Pet N 22:55+ D 10 '30

California sold 1,253,323,800 gallons of gasoline last year. Oil & Gas J 28:162 F 27 '30

Large increase in capacity California gasoline plants. Oil & Gas J 29:116 Mr 19 '31

Natural gasoline situation changing. C. O. Willson. il Oil & Gas J 29:98-9+ D 11 '30

New gasoline prices being maintained by major California companies. J. Westsmith. Nat Pet N 23:23-4 Jl 1 '31

Probe of price fixing in California started by Attorney General. Nat Pet N 22:21 Ja 15 '30; Oil & Gas J 28:141 Ja 16 '30

33 California oil men called in price investigation. Nat Pet N 22:31-2 Ja 22 '30

Canada

Canadian gasoline imports tax aids refining industry. Oil & Gas J 29:122+ Ja 22 '31

Canadian marketers fight gasoline import tax; repeal demanded. A. L. Foster. map Nat Pet N 23:70+ Mr 11 '31

Gasoline imports in Canada show large gains. V. Lauriston. Oil & Gas J 29:113+ F 26 '31

Imperial oil explains decision halving Turner Valley purchases. A. E. Mockler. Oil & Gas J 30:84 S 17 '31

Tourist travel swells motor fuel consumption in Canada. Oil & Gas J 29:156+ S 18 '30

France

Alcohol law burdens French oil industry. Oil & Gas J 29:119 Ap 23 '31

Germany

German consumers make plea for reductions in gasoline prices. C. E. Kern. Oil & Gas J 28:180+ Ap 10 '30

Germany plans to mix alcohol and gasoline. Oil & Gas J 29:140 N 27 '30

Great Britain

Anti-knock gasolines more necessary in England than in the U. S. R. A. Ogston. Nat Pet N 23:76+ Ap 1 '31

Petrol distribution. Economist 113:422 S 5 '31

Indiana

Battle for gallonage in the Hoosier state. Nat Pet N 23:34-5 Ag 13 '30

Mexico

Mexican refineries increase output; gasoline production in 1929 slightly greater than during 1928. Oil & Gas J 29:40+ Ag 21 '30

Montana

Members refuse to endorse trade body plan to retail gasoline. Nat Pet N 22:96-7 Je 25 '30

Political action urged to cut Montana gasoline prices. Nat Pet N 22:23 Ja 1 '30

Ohio

All deviations from prices must be posted in Ohio, is ruling. Nat Pet N 22:34 Ja 29 '30

Business increases for Ohio marketers selling new anti-knock gas. E. L. Barringer. Nat Pet N 22:31-2 Ag 27 '30

Oklahoma

Greater Seminole production declines 50 per cent in year. Oil & Gas J 29:171+ Ja 15 '31

New gasoline tax law expected to end bootlegging in Oklahoma. A. S. James. Nat Pet N 23:95-6 Ap 29 '31

Rumania

Rumania to build gasoline pipe line. Oil & Gas J 29:24+ My 14 '31

Russia

Russian competition becomes intensified. A. E. Mockler. Oil & Gas J 29:26+ Ap 16 '31

South America

Gasoline vendor reclines in shade in South American cities. T. F. Smiley. Oil & Gas J 29:32+ Je 5 '30

Tennessee

Tennessee marketers threaten to bolt code because of discount abuses. R. B. Stafford. Nat Pet N 22:27-8+ Ag 27 '30

Tennessee marketers told to diversify their lines to increase profits. R. B. Stafford. il Nat Pet N 22:97-8+ S 3 '30

United States

Argentina moves to stop dumping foreign gasoline. Oil & Gas J 30:95 O 22 '31

Business depression in relation to the oil industry. C. B. Mapes. Nat Pet N 23:38-40 Mr 18 '31

California gasoline stocks considered threat to East. A. E. Mockler. Oil & Gas J 28: 149 Mr 20 '30

Comment on the results of recent survey by questionnaire submitted by statistical department of the American petroleum institute. Am Pet Inst Special Bul p9-10 N 18 '30; Same. Oil & Gas J 29:32-3 N 20 '30

GASOLINE industry—United States—*Continued*

Conditions demand refiners continue to restrict output. R. B. Kahle. Oil & Gas J 29:138+ S 25 '30

Cost of too much gasoline. Oil & Gas J 28:39 Ap 24 '30; Same. Pet Age 24:28-30 My '30

Decline in natural gasoline output less than straightrun. Oil & Gas J 30:154+ Jl 30 '31

Early future of oil markets depending on outcome of east Texas. Pet Age 25:20-1 Je '31

Excessive capital in oil business cause of distress; abstracts. W. C. Teagle. Nat Pet N 23:23-5 My 20 '31; Oil & Gas J 30:148+ My 21 '31

52 oil companies support Miller's aviation idea. Nat Pet N 23:59 Ag 12 '31

Foreign oil and U. S. oil industry. H. J. Wasson. Oil & Gas J 28:41+ F 13 '30

Four to five per cent increase in 1931 gasoline demand. W. C. Teagle. Nat Pet N 22:19-20+ D 31 '30

Gasoline demand, estimated by states for 1930, is 402,500,000 barrels. R. B. Stafford. Nat Pet N 22:27+ Ap 16 '30

Gasoline overproduced for twelve years. F. B. Dow. Nat Pet N 22:40c Ap 30 '30

Gasoline pipe lines open new era. A. M. Rowley. il Oil & Gas J 29:T30+ Je 5 '30

Gasoline stocks are still top-heavy but peak demand season at hand. Pet Age 24:26-7+ Je '30

High cost of gasoline surplus. J. E. Pogue. Oil & Gas J 29:330 O 2 '30

Increased cracking cuts amount of crude refiners can run in 1930. V. B. Guthrie. Nat Pet N 22:19-20 Ja 15 '30

Industry has ample statistical data to balance supply and demand. W. C. Platt. map Nat Pet N 22:29-35 Ap 23 '30

Inland Texas refineries show largest increase in gasoline shipments. A. S. James. Nat Pet N 23:37-9 Ja 14 '31

It all depends on those gasoline stocks. Pet Age 24:22-3 O '30

Keen competition assured for 1930 in east coast territory. A. E. Mockler. Oil & Gas J 28:132+ F 13 '30

Less fluctuation in refined market in 1929. C. O. Willson. Oil & Gas J 28:114+ Ja 30 '30

Many problems confronting operators. R. B. Jones. Oil & Gas J 28:50+ Mr 13 '30; Same abr. Nat Pet N 22:29-32 Mr 12 '30

Mixed price trends on east coast in 1929. A. E. Mockler. Oil & Gas J 28:177+ Ja 30 '30

Moral support for the curtailment plan. V. B. Guthrie. Nat Pet N 22:21-3 N 19 '30

Narrower market spreads in future. C. O. Willson. Oil & Gas J 29:34+ O 16 '30

Present refinery runs, maintained, will cut 1930 gasoline stocks. J. C. Chatfield. Nat Pet N 22:33-5 Jl 30 '30

Program for oil marketing. Pet Age 25:24-5 Je '31

Pumps for premium gasoline nearly 44 per cent in a survey. Oil & Gas J 29:138+ S 25 '30

Red warning marks the turning point. Oil & Gas J 29:42+ Ag 28 '30

Refineries reporting curtailment in operations. Nat Pet N 22:20 Mr 12 '30

Refiners and producers at last curtail down to demand. Pet Age 24:26-7+ Mr '30

Refiners can now save next year's gasoline prices. N. H. Sanger. Pet Age 23:36-8+ D '29

Refiners hold crude runs to demands. W. T. Ziegenhain. Oil & Gas J 29:33+ My 7 '31

Refiners must simplify and control their business. L. R. Crawford. Oil & Gas J 29:31+ Mr 12 '31

Report of the committee on petroleum economics to the Federal oil conservation board, November 6, 1930. Am Pet Inst Special Bul p3-8 N 18 '30; Same. Oil & Gas J 29:49+ N 13 '30; Same cond. Nat Pet N 22:54-7 N 12 '30

Report of the special committee on the economic situation to the board of directors of the American petroleum institute. tables Am Pet Inst Special Bul p11-24 N 18 '30; Same. Oil & Gas J 29:32-3, 130 N 20 '30

Shell offers reduction in Venezuela. F. Godber. Oil & Gas J 29:50 N 13 '30; Same abr. Nat Pet N 22:60 N 12 '30

Substantial gain in gasoline exports in 1929. A. E. Mockler. Oil & Gas J 28:185+ Ja 30 '30

10,000,000-barrel gasoline stock cut will forestall 1931 disaster. Nat Pet N 22:33-4 S 17 '30

Texans ask refiners and importers to reduce gasoline supply. P. Wagner. Nat Pet N 22:19-20+ Ag 6 '30

Three refining districts responsible for surplus gasoline stocks. J. C. Chatfield. Nat Pet N 23:31-2 Ja 7 '31

Warns refiners to cut gasoline output. Barron's 10:22 S 1 '30

Weighted average to be displaced by Chicago market. W. C. Platt. Nat Pet N 22:21-3 O 8 '30

What 1930 oil requirements will be; report of Economics committee. Nat Pet N 22:33-5 Ap 16 '30; Oil & Gas J 28:37+ Ap 17 '30

Wilbur suggests refinery curtailment. C. O. Willson. Oil & Gas J 28:53+ Mr 6 '30

Venezuela

Approximate Venezuelan gasoline production. Oil & Gas J 29:138 D 25 '30

GASOLINE pipe lines

Barnsdall and Continental announce mammoth gasoline line. Oil & Gas J 29:35 Jl 17 '30

Barnsdall gasoline line takes form. Pet Age 24:50 Mr '30

Big gas lines under construction in first half of 1930. Oil & Gas J 29:91+ Jl 31 '30

Big investment in gasoline pipe lines first half of 1931. Oil & Gas J 30:124 Jl 30 '31

California gasoline pumping methods. H. H. Yackey. Oil & Gas J 30:T29 Je 4 '31

California has three gasoline lines. L. P. Stockman. il Oil & Gas J 29:T124 Je 5 '30

Distributing company served by gasoline pipeline grows in Pennsylvania. J. C. Chatfield. il Nat Pet N 22:36-7 Je 18 '30

Distribution of gasoline by pipe lines; abstract. B. B. Zavoico. Mech Eng 53:61-2 Ja '31

East interested in gasoline pipe lines. A. E. Mockler. il map Oil & Gas J 30:T27-8 Je 4 '31

$18,000,000 Oklahoma-Chicago gasoline pipe line completed. il Manuf Rec 100:25-7 N 12 '31

Filling new lines to lower Mid-continent gasoline stocks 24,000,000 bbls. A. S. James. Nat Pet N 23:31-2 Ja 21 '31

Gasoline by pipeline! map Pet Age 24:34+ F '30

Gasoline by pipeline. J. Power. il diags map plan Nat Pet N 22:31-5 N 26 '30

Gasoline lines planned for California. L. P. Stockman. il Oil & Gas J 30:15 Je 18 '31

Gasoline pipe line competition creates excitement in railroad circles. A. E. Heiss. Nat Pet N 21:31-2 N 20 '29

Gasoline pipe line expansion imminent. A. M. Rowley. il Oil & Gas J 30:13+ O 22 '31

Gasoline pipe lines may affect rail rates. Pet Age 24:91 My '30

Gasoline pipe lines open new era. A. M. Rowley. il Oil & Gas J 29:T30+ Je 5 '30

Gasoline takes to pipe lines while railroads watch sadly. Business Week p21 Je 18 '30

Great Lakes area sets stage for battle of the pipe lines. Business Week p21 Ja 7 '31

Great Lakes gasoline pipeline in operation. il Pet Age 25:54 F '31; Manuf Rec 99:25-6 F 19 '31

Great Lakes line nears completion. il Oil & Gas J 30:14+ Jl 23 '31

Great Lakes line pipes first gasoline to Chicago. Nat Pet N 23:41 Jl 22 '31

Great Lakes pipeline to carry two grades of gasoline. Nat Pet N 23:30 F 4 '31

Iowa removes last bar to completion of Great Lakes gasoline line. A. S. James. il Nat Pet N 23:48-9 My 13 '31

Long pipe lines to transport gasoline constructed in 1930. Oil & Gas J 29:139 Ja 29 '31

May oil pipe line transport gasoline, Pennsylvania query. Oil & Gas J 29:128 O 2 '30

GASOLINE pipe lines—*Continued*

Mid-continent gasoline by pipe line; Barnsdall completing plans for line from Okmulgee, Okla., refinery to Milwaukee. C. O. Willson. Oil & Gas J 28:39+ F 13 '30

Network of fuel pipe lines now covers 162,335 miles. map Business Week p26-7 Jl 23 '30; Excerpts. Sheet Metal Worker 21:500 Ag 22 '30

New rival for the railroads. C. Hodges. il Nation's Business 19:33-5+ F '31

Perfect method of detecting losses in gasoline lines. F. P. Peterson. il Oil & Gas J 28: 129+ My 15 '30

Phillips gasoline line introduces many new pipeline features. W. F. Lowe. map Nat Pet N 22:28+ S 3 '30

Phillips pipe line from Borger carries variety of products. T. F. Smiley. il Oil & Gas J 30:14-15+ S 10 '31

Phillips shipping policy makes new pipeline theft-proof. Nat Pet N 23:45 Ag 19 '31

Phillips to have gasoline pipe line in operation by January 1. map Oil & Gas J 29:132 Je 12 '30; Pet Age 24:78 Je '30; Comm & Fin Chr 130:4256-7 Je 14 '30; Nat Pet N 22:28 Je 11 '30

Pipe different products in same line; Phillips' new gasoline line. R. Conine. diag map Oil & Gas J 29:63+ Ja 15 '31

Pipe line basis in gasoline prices. A. E. Mockler. il Oil & Gas J 29:41+ Je 19 '30

Pipe line engines burn butane. G. L. Lindsay. il diags Power 74:354-6 S 8 '31

Pipe line map of eastern United States; showing location of refineries, oil and gasoline lines. Oil & Gas J 30:56-7 S 17 '31

Pipe line not to disturb markets. C. O. Willson. map Oil & Gas J 29:23+ Ap 2 '31

Pipelines for gasoline run westward from coast. Business Week p 17 Ap 9 '30

Plan gasoline lines along east coast. A. E. Mockler. Oil & Gas J 29:35+ Ja 29 '31

Pressure loss for gasoline lines. H. W. Manley. Oil & Gas J 29:T154 Je 5 '30

Pumping gas, oil and gasoline. A. E. Harnsberger. Power 73:526-7 Mr 31 '31

Rail rates to meet pipeline competition expected to find opposition. Nat Pet N 22:25-6 N 5 '30

Railroad traffic loss to be small through use of gasoline pipe lines. E. L. Nye. Oil & Gas J 29:152 D 18 '30; Same. Ry Age 89:1247-8 D 6 '30

Railroads to reduce rates on gasoline. W. T. Ziegenhain. Oil & Gas J 29:29+ O 23 '30

Railways face new competition; gasoline pipe lines. il maps Ry Age 89:1021-4 N 15 '30

Receive first shipments of pipe line gasoline near Kansas City. Oil & Gas J 29:62+ F 12 '31

Rumania to build gasoline pipe line. Oil & Gas J 29:24+ My 14 '31

Standard of New Jersey to transport gasoline by pipe line. map Oil & Gas J 28:37+ N 14 '29

Sun line links Atlantic-Great lakes. A. E. Mockler. il Oil & Gas J 30:T130+ Je 4 '31

Sun oil co. to build 550 mile line to pump gasoline west. map Nat Pet N 22:33 Ja 15 '30

Sun Oil gasoline pipe line to tap Great Lakes. Nat Pet N 22:28 Mr 5 '30

Sun's gasoline pipeline system in the East completed. il Nat Pet N 23:40-2 Ag 12 '31

30,000-barrel gasoline pipe line from Oklahoma announced. L. E. Smith. map Nat Pet N 22: 31-2 Jl 16 '30

To ship gasoline by pipe line from Atlantic coast to Ohio river. Nat Pet N 21:19-20 N 13 '29

Transportation of natural gasoline. F. E. Rice. Oil & Gas J 30:18+ My 28 '31

Transporting gasoline by pipe lines. F. R. Young. il Oil & Gas J 30:T59+ Je 4 '31

Tuscarora pipe line to operate gasoline line early in 1930. A. E. Mockler. Oil & Gas J 28:56+ D 5 '29

Washing minimizes losses in breaking in Great Lakes gasoline pipeline. A. S. James. map Nat Pet N 23:35-6 F 18 '31

Rates

Great Lakes gasoline pipe line tariff. W. T. Ziegenhain. Oil & Gas J 29:25+ F 5 '31

Great Lakes pipeline tariff establishes rates on par with rail charges. A. E. Heiss. map Nat Pet N 23:27-8+ F 4 '31

I.C.C. believes gasoline pipeline rates violate commerce act. Nat Pet N 23:49 My 13 '31

Railroads and oil companies await gasoline pipeline tariffs. Nat Pet N 23:26 Ja 28 '31

Regulation

Commercial selfishness of railroads' pipe-line proposal. E. B. Reeser. Nat Pet N 22:27-8 D 17 '30; Same. Oil & Gas J 29:105+ D 18 '30

Committee hearing on pipe line bill. C. E. Kern. Oil & Gas J 29:22+ F 26 '31

Oil industry to resist pipe line bill. W. R. Boyd, jr. Oil & Gas J 29:116 F 5 '31

Railroads seeking new pipe line law. Oil & Gas J 29:36+ D 4 '30; Nat Pet N 22:19-20 D 3 '30

GASOLINE pumps

Center or far end of pump island favored for dispensing third gasoline. il Nat Pet N 23:71-2 Je 10 '31

Coin-in-the-slot gasoline pumps. G. Biggs. Ptr Ink 155:98-9 Ap 23 '31

Explain use of air release devices with gasoline pumps. A. W. Schwartz. Oil & Gas J 29:148+ Je 12 '30; Same. Pet Age 24:57-8 Je '30

Filling both gas tanks at once. il Bus Transportation 10:309 Je '31

Gasoline pump motors must be explosion-resisting. P. H. Trickey. il Elec J 27:655-6 N '30

New air pressure system for gasoline pumps. Nat Pet N 23:71 F 25 '31

Manufacture

Expands gasoline pump output from 10 to 500 units a day; Ferro machine & foundry co. Cleveland. F. L. Prentiss. il Iron Age 125: 1805-9 Je 19 '30

Keeping step in drilling; synchronized operations on a gasoline pump cylinder head. diags Am Mach 72:761-2 My 8 '30

Modern conveyor system speeds up gasoline pump production. il Steel 89:31-2 S 3 '31

Turntables in floor type roller conveyor system facilitate handling. A. M. Kerr. il Automotive Ind 65:431-2 S 19 '31

Wayside pumps in process; Gilbert & Barker manufacturing company. il plan Am Mach 72:655-7 Ap 17 '30

GASOLINE research

Committee D-2 studies gum and sulfur limits in gasoline. A. L. Foster. Nat Pet N 23:29-30 Jl 1 '31

Standard anti-knock test method nears completion stage. Nat Pet N 22:34-8 N 19 '30

GASOLINE sampling

Care necessary in sampling gasolines for use in testing. F. L. Kallam, G. W. Deckert and L. J. Coulthurst. Oil & Gas J 28:147+ Ap 17 '30

GASOLINE service stations

America's first service station dedicated to women; Automobile public service corp., Washington, D. C. R. B. Stafford. il plan Nat Pet N 22:89, 92, 96+ Ap 9 '30

Appearance attracts tourist trade, Kentucky jobber finds. E. L. Barringer. il Nat Pet N 22:88+ Je 11 '30

Automotive industry stimulating great diversity of activities. C. E. Williams. il Manuf Rec 96:60-1 D 12 '29

Canadian one-stop station increases gasoline sales 15% in 1930. il plan Nat Pet N 23:91 F 11 '31

Canadian one-stop stations push service of one department. E. L. Barringer. il Nat Pet N 22:83+ Ja 22 '30

Cincinnati stations losing money on coupon racket. R. B. Stafford. Nat Pet N 22:23-4 Ag 6; 33-4 Ag 27 '30

Complete one-stop station repairs all makes of autos, trucks; Miller-Riley oil co. Columbus, O. E. L. Barringer. Nat Pet N 22:101 Ap 16 '30

GASOLINE service stations—*Continued*

Dealer stations succumb to discount plea, company stations stand pat. E. L. Barringer. Nat Pet N 23:31-2 F 25 '31

Elaborate one-stop station rises in shadow of capitol. E. L. Barringer. il plan Nat Pet N 23:95-6 F 4 '31

England's wayside garages transformed into modern service stations. il Nat Pet N 22:91-2+ Je 18 '30

Gasoline is 55% of sales at one-stop station. Nat Pet N 21:89-90 N 13 '29

Gasoline rates first in profits at this one-stop; H. A. Nelson, Lockport, N. Y. il Pet Age 24:40-1 Je '30

Greasing equipment takes to cover in modern super service station. il Nat Pet N 22:103 Mr 19 '30

Had his eye on a corner for 20 years—now he's got it! il Pet Age 25:36-7+ Ag '31

Helping welcome old Santa; Christmas decoration for service stations. E. L. Barringer. il Nat Pet N 21:26-9 D 4 '29

His initials are R. R.—so it's the Railroad Jones oil co. E. L. Barringer. il Nat Pet N 23:41-2 F 4 '31

How far will the super-service station go? Ptr Ink 157:36 O 15 '31

Humble builds stations to 22 types. il Nat Pet N 22:130 Ap 2 '30

Indian Village to grow around station. L. Weller. il Nat Pet N 22:89+ Je 25 '30

Intangibles in station obsolescence. E. L. Barringer. il Nat Pet N 23:99-102+ O 28 '31

Liason officer to prevent duplication in surveys in Southwest. Nat Pet N 22:95 F 5 '30

Motor fuel stations in variety; England, Denmark, and the United States; photographs. Architecture 63:79-80 F '31

Motorists prefer one brand stations; dealers say they boost gallonage. R. B. Stafford. Nat Pet N 23:83-4 F 4 '31

New converts for one-stop stations include major companies. R. B. Stafford. Nat Pet N 22:37-8 Ap 16 '30

New lubrite station, St Louis. il plan Nat Pet N 23:39-40 O 21 '31

Oil jobber. L. V. Nicholas. Nat Pet N 22:27-8 Ag 6 '30

One-stop servicing is function for oil industry. E. L. Barringer. il Nat Pet N 22:67-8 S 17 '30

123,979 filling stations in U. S. according to Census bureau. Nat Pet N 23:46 S 23 '31

Points to consider in building one-stop service station. G. Johnston. il plan Nat Pet N 22:217-18+ N 12 '30

Salesman for each station. E. L. Barringer. il Nat Pet N 23:79-80 Ap 15 '31

Sears entering super service. Pet Age 25:36-7 S '31

Sears, Roebuck enters gas business with station in Atlanta. E. L. Barringer. Nat Pet N 23:64-5 Ag 12 '31

Service station developments in continental Europe. M. C. Schreiber. il Nat Pet N 23:77-80 Mr 11 '31

Shall you start a new station—and what kind shall you start? map Pet Age 24:24-5+ Jl '30

Stations sell more than tire, battery stores and garages. Nat Pet N 23:70 My 20 '31

Tennessee marketers told to diversify their lines to increase profits. R. B. Stafford. il Nat Pet N 22:97-8+ S 3 '30

This station of Washington, D. C. washes 100, greases 60 cars daily. il Pet Age 25:38+ My '31

Virginia station sells gasoline 2 cents above competitors; Elmwood service station, Roanoke, Va. E. L. Barringer. il Nat Pet N 23:71-2 F 11 '31

Who will get the motorist's dollar? il Pet Age 25:36-7+ Ja '31

Accounting

Know cost of products by stations to find unprofitable outlets. C. Gillespie. Nat Pet N 22:71-2 Ag 6 '30

Advertising

And business is up 15 per cent! il Pet Age 25:35-7 O '31

Distributor and station managers cooperate in advertising. il Pet Age 24:38+ Je '30

Nickel a cup is greasing charge at this station. Pet Age 25:42+ Jl '31

Religion joined with low prices to get gallonage for self serve stations. R. B. Stafford. Nat Pet N 22:181-2 S 24 '30

Service stations and a distributor join in campaign. il Ptr Ink 151:42+ My 29 '30

Automatic dispensers

Automatic dispenser serves gallon cans of gas. il Nat Pet N 22:196 S 24 '30

Automobile accessories

Filling stations now sell tires. J. W. George. il Adv & Sell 15:28+ S 3 '30

How Standard Oil (Ind.) is selling those tires. il Pet Age 24:44-5 N '30

Mail order house takes tire sales from neighborhood station. E. L. Barringer. il Nat Pet N 21:85+ N 20 '29

Many auto supplies manufacturers favor oil station outlets. R. B. Stafford. Nat Pet N 22:19-20 N 26 '30

Marketer finds little reaction to unknown tire brand. Nat Pet N 23:62 Ag 26 '31

Merchandise side lines at stations increase gasoline sales. E. L. Barringer. Nat Pet N 22:83-4+ O 1 '30

More gas stations will sell tires—also gum, candy, smokes. Business Week p13 S 3 '30

Motorists now accept oil company stations as places to buy tires. E. L. Barringer. Nat Pet N 23:64 Ag 5 '31

Nation-wide tire merchandising planned at Standard oil co. stations. V. B. Guthrie. Nat Pet N 22:27-8 S 17 '30

New Jersey Standard finds tire sales please motorists, aid dealers. Nat Pet N 22:27-8 S 10 '30; Excerpt. Oil & Gas J 29:156 S 4 '30

1931 tire and accessory demand looks good. Pet Age 24:37 N '30

Oil station tire sales potentials look greater. Pet Age 24:37 D '30

Oil stations sell batteries in customer's garage. E. L. Barringer. il Nat Pet N 23:57+ Jl 15 '31

One-stop service; oil companies use from 2 to 5 per cent of stations for merchandising tests. E. L. Barringer. il Nat Pet N 22:35-6 D 17; 59-60+ D 24; 62+ D 31 '30; 23:91+ Ja 7 '31

One-stop station moves 700 tires in one day's sale. E. L. Barringer. il Nat Pet N 23:75-6 Mr 11 '31

Pocahontas sells tires and keeps the cost down. il Pet Age 24:36-7+ O '30

Profits in handling tires come from right mounting, courteous service, fair adjustments. M. B. Whiting. il Nat Pet N 23:127-8 Mr 4 '31

Seasonal accessories stocked, for quick turnover; L. V. White co. Nat Pet N 22:66 N 26 '30

Standard of Indiana to sell tires. Oil & Gas J 29:42 S 18 '30; Same abr. Pet Age 24:45+ S '30

Standard oil of Ohio sells tires at 700 service stations. E. L. Barringer. il Nat Pet N 22:25-6 D 24 '30

Tires; facts the oil marketer should know before he takes on this new line. R. B. Stafford. il Nat Pet N 22:63-4+ N 19 '30

Tires; more oil companies selling them through stations. R. B. Stafford. il Nat Pet N 22:83-4+ Ag 13 '30

Tires must be sold. il Pet Age 25:40-1 Ap '31

Tires outsell gasoline at new oil company one-stop; Motor service inc. E. L. Barringer. il Nat Pet N 22:27-8 D 3 '30

See also

Gasoline service stations—Tire company stations

Chain stations

Fidelity bond posted by trackage chain to win public confidence. R. B. Stafford. il Nat Pet N 23:57+ S 2 '31

Here's the story of the success of the Waggoner stations. P. F. Coutchie. il Pet Age 25:36-7, 50 My '31

GASOLINE service stations—Chain stations —*Continued*

How Mona motor oil company builds one-stop stations. il Pet Age 24:32+ My '30

Mail order house invades chain service station field. Business Week p9 Ag 12 '31

Making gasoline stations feeders for services of one-stops. E. L. Barringer. il Nat Pet N 22:38-40 My 7 '30

Opening and closing records at chain stations obtained from time locks. il Nat Pet N 22:167+ Mr 19 '30

Pocahontas sells tires and keeps the cost down. il Pet Age 24:36-7+ O '30

This jobber standardizes washing, greasing stations; Milton oil company, Sedalia, Mo. Pet Age 24:35+ Jl '30

What's in a name? plenty! —if the town is Pittsburgh and Fournier's the name! Pet Age 24:24-5 Ap '30

Wide margins again wreck gasoline price structure in Northwest; WNAX stations. R. B. Stafford. il Nat Pet N 23:67-9+ N 11 '31

Construction and design

Airplane to supply gas to autos; imitation of all-metal airplane to operate as gas filling station. il Sheet Metal Worker 22:577 O 2 '31

Appearances pay dividends at Goodyear-Wende stations. il diags Pet Age 24:26-7+ S '30

Complete working drawings of a brick service station. il Bldg Age 52:62-70 Jl '30

Filling station comes into its own. F. J. Cushman. il plan Bldg Age 52:47-8+ Jl '30

Filling station of better lines; view and plan Am Bld 50:89 N '30

Gasoline filling and service station. L. Lönberg-Holm. il plans diags Arch Rec 67:562-84 Je '30

Lincoln one-stop station fits in with beautify the community campaign. plan Nat Pet N 23:49 Mr 4 '31

Marathon builds octagonal station at Tulsa. il Nat Pet N 23:98 Ag 19 '31

Merchandising advisor builds neat and pretty stations for itself. il plan Nat Pet N 23:59-60+ Ag 5 '31

Modern service station. il plans Nat Pet N 22:105-36 Mr 19 '30

More pleasing buildings for gas and greasing service. il plans Am Bld 51:96-7 My '31

1931 trends in station design. il plans Nat Pet N 23:83-4+ Mr 4 '31

Not a bolt nor a rivet in the 40-ton framework of this super station. il Pet Age 25:36-7 Je '31

Quality and color being built into Detroit's gasoline stations. W. J. Shortell. il Concrete 37:47-8 D '30

Sloping lot permits unique station design. il plan Nat Pet N 22:88+ D 10 '30

Spanish type station in Southwest. il Nat Pet N 23:31 Ag 19 '31

Styling the filling station. Adv & Sell 15:sec 2[Adv Arts] 24 Jl 9 '30

Employees

California school trains men to head lubrication service departments. J. N. Westsmith. il Nat Pet N 22:95+ Je 4 '30

Employes share losses, and profits, in this commission plan devised by Russell Harp. E. L. Barringer. il Nat Pet N 23:160+ Mr 4 '31

Knowledge of products and equipment key to success in 1931 for station men. K. S. Clapp. il Nat Pet N 23:152+ Mr 4 '31

Salesmanship—training the operator to make service stations profitable. R. H. Thomas. Nat Pet N 22:69-70+ Mr 5 '30

Sherwood combines a laugh with a lesson in cartoon mailings. J. True. il Sales Management 24:344+ N 29 '30

Socony sends 11,000 to school; starts campaign on oil service. Sales Management 22:341 My 24 '30

Station attendants should know needs of regular patrons. C. W. Motter. Nat Pet N 21:29 D 18 '29

Station personnel and appearance create respect for product. J. W. Choate. Nat Pet N 22:21-2 F 19 '30

Super-service means super-personnel: one-stop owner tells why. R. B. Stafford. il Nat Pet N 22:107-8+ My 21 '30

University courses for service station employees. C. E. Williams. Manuf Rec 96:65 D 19 '29

What the well dressed service station salesman is wearing. N. M. Mainpa. il Nat Pet N 21:100-2+ D 11 '29

Equipment

Compressed air essential to operation of service stations. A. W. Loomis. il Comp Air M 36:3418-19 Mr '31

Copper line with soldered joints saves 30% in installation cost. il diag Nat Pet N 23:55-6 Jl 15 '31

Fourteen pressure, ten hand guns serve five lubrication lifts; Texas distributing co. E. L. Barringer. il Nat Pet N 22:91-2+ O 15 '30

Indiana Standard discontinues lease and loan of equipment. Nat Pet N 23:22 Jl 15 '31

International motor exhibition at Olympia. il diags Engineer 150:481-2 O 31 '30

Lighting pits, lifts and wash racks. F. E. Carlson. il Nat Pet N 23:81-3 Je 24 '31

Loaning and leasing of equipment eliminated in Rocky mountains. R. B. Stafford. Nat Pet N 23:33 S 23 '31

Manager can view all operations from station office; National refining co. station, Omaha, Neb. il plan Nat Pet N 23:71-2 Ja 28 '31

Marketers in the West revise their policy on loaning gasoline equipment. J. C. Chatfield. Nat Pet N 23:34-6 Jl 22 '31

Marketing equipment finds place in Tulsa oil exposition. E. L. Barringer. il Nat Pet N 22:85+ S 24 '30

Merry-go-round latest and biggest in oil company stations; Sinclair automobile service corp. in Cleveland. R. B. Stafford. il plan Nat Pet N 22:76-80+ Ag 20 '30

More Middle West marketers to let dealers buy own equipment. Nat Pet N 23:40-1 Jl 29 '31

Motor oil merchandising helped by displays. N. M. Mainpa. il Nat Pet N 23:87-8+ Je 24 '31

10,000 gallon underground tanks at California stations. J. N. Westsmith. il Nat Pet N 23:53-4+ S 2 '31

Tennessee marketers to discontinue loaning equipment Oct. 1. R. B. Stafford. Nat Pet N 23:22-3 S 9 '31

Vending machines for your stations? il Nat Pet N 23:75-6+ Je 10 '31

Wadhams acquired dealers buy underground tanks. Nat Pet N 23:14 S 2 '31

Zwillingsmessglas der salzkottener zapfanlagen für motorbrennstoffe. E. Hurlbrink. il diags Zeit Ver Deutsch Ing 74:187-9 F 8 '30

Finance

Another customer shareholding station opens in Tulsa. il Nat Pet N 22:38 Ag 13 '30

Does the one-stop station pay? plan Nat Pet N 23:28-30 Jl 22; 56-8 Jl 29 '31

One-stop service sends back jobber to jobbing; Central service co., Lansing, Mich. E. L. Barringer. Nat Pet N 23:69-70 Je 3 '31

Fire protection

Cleaners' naphtha in filling stations. C. V. Lane. Weekly Underw 124:355 F 7 '31

Gasoline pump motors must be explosion-resisting. P. H. Trickey. il Elec J 27:655-6 N '30

Indiana fire marshal rules against self service of gasoline. Nat Pet N 22:39 My 28 '30

Make service and bulk station fires impossible! Pet Age 25:54+ Ja '31

Rules for filling stations revised. Weekly Underw 123:1069, 1109 N 8 '30

Self serve stations to attack Indiana fire order in court. Nat Pet N 22:34 Je 4 '30

Self-service filling stations. A. Hogston. Weekly Underw 123:244 Ag 2 '30

Self service, newest wrinkle in Indiana's ruffled market. R. B. Stafford. il Nat Pet N 22:85-6+ My 14 '30

GASOLINE service stations—*Continued*

Hours of business

When we switched to 24-hour-a-day service, accessory sales jumped 50 per cent; Mac's super service station, San Bernardino, Calif. il Pet Age 24:56-7+ S '30
Who buys gasoline at 4 A.M.; night life and the trucking business increase the number of stations that keep open all night. E. L. Barringer. il Nat Pet N 21:34-6 D 25 '29

Layout

Gasoline filling and service station. L. Lönberg-Holm. il plans diags Arch Rec 67:562-84 Je '30
How would you lay out a station on a lot 60 by 118 feet? diag Nat Pet N 23:65-6+ Jl 1 '31
Make every foot pay! il Pet Age 25:38-9 O '31
Manager can view all operations from station office; National refining co. station, Omaha, Neb. il plan Nat Pet N 23:71-2 Ja 28 '31
No partitions in this super-service station, C. M. Neiman, Longmont, Colo. plan Pet Age 24:50 N '30
Planning to re-model? plans Pet Age 25:38-9 Ag '31
Utilizing every inch of space. plan Pet Age 25:45 Jl '31

Leasing

Abuses in lease and agency accounts bring suspicion against code. R. B. Stafford. Nat Pet N 22:23-4 O 22 '30
Form for agent's agreement used by Ohio Standard. Nat Pet N 22:22 Ja 1 '30
I.O.M.A. condemns leasing stations under code. Nat Pet N 22:62 N 12 '30
Jobber leases stations to salesmen on 10 per cent profit basis. E. L. Barringer. il Nat Pet N 23:59-60 O 14 '31
Jobber uses lease-and-agency to cut operating costs. G. B. Dickey. Nat Pet N 23:33-4 Ap 29 '31
Lease and agency as practiced is only objection to code. Nat Pet N 23:31-2 Mr 11 '31
Lease and agency called subterfuge to circumvent Clayton law. J. A. Bussian. Nat Pet N 23:27-8 F 25 '31
Lease and agency system abused along Atlantic coast. R. B. Stafford. Nat Pet N 22:33-4 O 29 '30
Majors' practices at leased stations trouble spots under the code. R. B. Stafford. Nat Pet N 22:19-21 Ja 1 '30
Most oil companies rent stations in Florida to operators. E. L. Barringer. il Nat Pet N 23:69-70 Mr 25 '31
175,000 gallons of gas delivered each month by two trucks; Columbia petroleum co. il Nat Pet N 23:80 F 25 '31
Pennsylvania grade crude oil association asks complaint. Pet Age 25:69 Ap '31
Split business and the independent oil dealer. J. Pomfret. Pet Age 24:32+ O '30
Stations of controlled dealer do not satisfy customer needs. N. M. Day. Oil & Gas J 29:368+ O 2 '30; Same. Nat Pet N 22:79-80+ O 1 '30
Why one jobber finds agency outlets better than company stations; Apex oil corp. R. B. Stafford. il Nat Pet N 22:61-2+ O 22 '30

Lighting

Good lighting as advertising medium for the service station. F. E. Carlson. il Nat Pet N 23:65-6 Je 10 '31
Illumination of gas-service stations. R. J. Swackhamer. il diags Gen Elec R 34:425-30 Jl '31
Lighting the service station. F. E. Carlson. il plan Nat Pet N 23:47-8+ S 30 '31

Location

Land values too high for station; jobber builds office building. E. L. Barringer. il Nat Pet N 23:61+ Ag 19 '31

Lubricating service

California school trains men to head lubrication service departments. J. N. Westsmith. il Nat Pet N 22:95+ Je 4 '30
Certified lubrication as offered by the Standard oil company of New York includes training in its own schools for station operators. il Nat Pet N 22:161+ S 24 '30
Chemist in charge of lubrication to insure correct work; Johnson hi-test oil co. Nat Pet N 23:77-8 Je 24 '31
Customer confidence builds demand for day time lubrication. E. L. Barringer. il Nat Pet N 23:62-3 Jl 29 '31
Electrified lubrication sells greasing jobs at this station. il Pet Age 25:42-3 Je '31
$500 a year keeps up tickler system on lubrication customers. E. L. Barringer. il Nat Pet N 22:85-6+ F 26 '30
Fourteen pressure, ten hand guns serve five lubrication lifts; Texas distributing co. E. L. Barringer. il Nat Pet N 22:91-2+ O 15 '30
Getting and holding 2,500 greasing customers. Pet Age 25:38-9 Je '31
Grease it, please! il Nat Pet N 23:25-8 Mr 25; 73+ Ap 15 '31
He used a blindfold test to prove his men could really lubricate cars. il Pet Age 23:22-3 N '29
How F. B. Rae handles lubrication service control. il Pet Age 24:22-3+ My '30
How I get greasing business. R. B. Murphy. Pet Age 24:54 F '30
How to merchandise a car lubricant for every purpose at your stations. diag Pet Age 24:38-9+ N '30
It takes 7 greases to do the job; Waukegan super service station. il Pet Age 24:52-3 S '30
Lubrication check system marks work on each fitting. il Nat Pet N 23:57 O 14 '31
Pressure tanks provide for quick serving of lubricants. il Oil & Gas J 29:135 My 14 '31
Profits! You can get them back. C. E. Ball. Pet Age 25:24-5+ S '31
Selling gas, oil, accessories with a grease gun. E. L. Barringer. il Nat Pet N 22:64+ N 26 '30
Selling this lubrication service begins at the pump island. R. B. Stafford. il Nat Pet N 23:63-5 S 9 '31
Specialized lubrication. J. C. Chatfield. il chart Nat Pet N 23:57-8+ Ag 26 '31
Tell your customers why; preparing automobiles for winter driving. R. B. Stafford. il Nat Pet N 22:38-41 O 15 '30
There's a gold mine in lubrication; interview with L. K. Vickery. Pet Age 25:48 Ap '31
Unpardonable sin. il Pet Age 25:24-5+ O '31

Management

Advertised brands of goods reduce sales resistance at stations. E. L. Barringer. il Nat Pet N 22:81-2+ Jl 9 '30
Ask the customers to buy is one way of selling; L. V. White co. E. L. Barringer. il Nat Pet N 22:26-8 D 10 '30
Bigger profits in better merchandising. R. M. Ward. Nat Pet N 22:61-2+ N 5 '30
Bonus system trebled accessory volume; Brustlin bros., Paterson, N.J. il Pet Age 24:42 N '30
Broader merchandising at one-stop stations in Pittsburgh. R. B. Stafford. il Nat Pet N 21:99-100+ D 4 '29
Building a one-stop station in a small town. C. Weaver. Pet Age 25:36-7 Mr '31
Building a super station into a real community business; Chevy Chase super-service station in Washington, D. C. il Pet Age 25:40+ Mr '31
Building up business for the new station; L. V. White co. il Nat Pet N 22:63-4 D 24 '30
Car servicing in club atmosphere; one-stop stations of Super service stations, inc. il plan Nat Pet N 21:77+ N 13 '29
Center or far end of pump island favored for dispensing third gasoline. il Nat Pet N 23:71-2 Je 10 '31
Charleston oil co. has visible file on all operating details. E. L. Barringer. il Nat Pet N 23:72-4+ Mr 25 '31
Combination brings new customers to one-stop stations. E. L. Barringer. il Nat Pet N 23:87-8 Mr 18 '31
Electrified lubrication sells greasing jobs at this station. il Pet Age 25:42-3 Je '31

GASOLINE service stations—Management —*Continued*

Employes share losses, and profits, in this commission plan devised by Russell Harp. E. L. Barringer. il Nat Pet N 23:160+ Mr 4 '31
Fifty questions for station owners to answer. Pet Age 24:24-5+ F '30
Five-gallon buyer on tour. Nat Pet N 23:64+ Ag 19 '31
Five gallons please! Detroit station men rank well in salesmanship and courtesy. Nat Pet N 23:65+ My 6 '31
He has an investment of $12.50 for every car in his town; Louis H. Smith, inc. one stop service station at Amarillo, Texas. il Pet Age 25:36-7+ Jl '31
How Firestone sells 600,000 gallons a year at two stations. M. S. Sullivan. il Nat Pet N 22:107-8 Je 4 '30
How Gerwe sold a million gallons in 1929 thru one station. E. L. Barringer. il Nat Pet N 22:79+ Mr 5 '30
How Sinclair does it at big merry-go-round one-stop stations. il Pet Age 24:42-3 Ag '30
How Taylor-Korman built their worst month into their best one. il Pet Age 24:28-9 Ap '30
I used to sell cash registers; now I make 'em talk! A. Harp. il Pet Age 25:36-8 F '31
Increased gallonage 40 percent in 18 months; Model service station, Phoenix, Ariz. Pet Age 24:42 D '30
Jobbers in South employ supervisors to help operators merchandise. E. L. Barringer. Nat Pet N 23:91-2 Ap 1 '31
Letters invite women to station to see flowers and shrubbery. S. M. Levy. il Nat Pet N 22:85+ Ap 30 '30
Looking backward on one-stops. il Nat Pet N 22:176+ Mr 19 '30
Make all space kick in a profit; one-stop station of R. F. Price, Ontario, Calif. R. H. Thomas. il Nat Pet N 22:67-8+ Ja 15 '30
Making a super successful in a town of 8,500; Herring & Parrish. il Pet Age 24:45-6 D '30
Marketer quits jobbing to retail at two one-stop stations. E. L. Barringer. il Nat Pet N 23:91-2 Mr 18 '31
Merchandising and jobbing ideas marketers are practicing. E. L. Barringer. il Nat Pet N 22:61 D 31 '30
Merry-go-round latest and biggest in oil company stations; Sinclair automobile service corp. in Cleveland. R. B. Stafford. il plan Nat Pet N 22:76-80+ Ag 20 '30
Need of the hour in oil—creative selling. H. J. Buckley. Pet Age 25:38 Ap '31
New rest room plan puts Toledo station over big. Pet Age 25:44 F '31
New York standard uses tags to safeguard credit sales. Nat Pet N 22:63 S 10 '30
9.8 gallons of gasoline per car is record of this experimental station; Continental oil company of Ponca City, Okla. il Pet Age 25:40+ F '31
No dissatisfied customers in 22 years; Penn oil and supply company. il Pet Age 24:38-9 D '30
Note to the one-crop oil merchant: diversify! J. B. Rathbun. Pet Age 25:26-7 Ag '31
Oil or grease increases sales; Alpers & Johnstone service station, Rocky River, O. N. M. Mainpa. il Nat Pet N 22:69-70+ D 3 '30
One "grand" + 9 years' hard work. il Pet Age 24:24-5+ Mr '30
One-stop dealer pays customers to visit his station. A. S. James. il plan Nat Pet N 23:51-3 O 14 '31
One-stop manager needs sales ability, technical knowledge of work. E. L. Barringer. il Nat Pet N 22:34-7 My 28 '30
P. & M. oil co.'s station, Galesburg is busy enough to employ 4 attendants, 4 service boys. il Nat Pet N 22:77-8 Ag 6 '30
Partners work shift at pump twice a week. Nat Pet N 22:64 S 10 '30
Perpetual inventory for all stocks at each station; Quality oil co. il Nat Pet N 23:69-70 F 25 '31
Pioneer filling station, now a super, does $10,000 a month. il Pet Age 24:36-7+ Je '30
Plan the super—don't just throw it together! Campbell brothers super-service station, Pawtucket, R. I. W. W. Robinson. il Pet Age 24:42-3 O '30
Positive actions, sales talk mark good station man. E. L. Barringer. Nat Pet N 23:65-6 Ap 22 '31
Profits in service stations. G. Brosch. il Adv & Sell 15:22+ Jl 9 '30
Retreading tires and special polish jobs part of service at San Diego station. R. H. Thomas. il Nat Pet N 22:90-2+ My 7 '30
Ringing doorbells builds sales to 10,000,000 gallons. E. L. Barringer. il Nat Pet N 23:73-5 Ja 14 '31
Selling gas, oil, accessories with a grease gun. E. L. Barringer. il Nat Pet N 22:64+ N 26 '30
Selling to women. N. M. Mainpa. il Nat Pet N 22:223-4+ Mr 19 '30
Service stations feed business to one-stop station. il Nat Pet N 22:91+ F 5 '30
Services by appointment, and contract, to build steady volume. il Nat Pet N 22:75-6 Mr 12 '30
$75,000,000 market in special servicing is here with spring. R. B. Stafford. il Nat Pet N 23:31, 33 Ap 22 '31
Silver sparkles for snooty customers; basement bargains lure others at Henne super service inc., station, Ashtabula, Ohio. N. M. Mainpa. il Nat Pet N 22:36-8 F 5 '30
Southern service stations excel in merchandising ability. E. L. Barringer. Nat Pet N 23:80-1+ F 11 '31
Station as agent for tire dealers net 10% without any stock. E. L. Barringer. il Nat Pet N 22:99-100 Je 25 '30
Station that built 75,000 monthly gallonage analyzes its business. R. B. Stafford. il Nat Pet N 23:25-8 Ag 12 '31
They sell the second oil fill while making the first. R. H. Thomas. il Nat Pet N 22:93-4+ Jl 2 '30
Three Wise men operate one-stop station in Monrovia, Calif. il Pet Age 24:46+ D '30
Tires outsell gasoline at new oil company one-stop; Motor service inc. E. L. Barringer. il Nat Pet N 22:27-8 D 3 '30
Today's chance for the real marketer. V. C. Comstock. Nat Pet N 23:34-8 My 13 '31
Two-gallon buyer in Buffalo. il Nat Pet N 23:105-6+ Mr 4 '31
Two-gallon buyer takes to the road. il Nat Pet N 23:19-20+ Ja 28 '31
Two-gallon buyer visits Pittsburgh. il Nat Pet N 23:75-6 Ja 21 '31
Two gallons, please! an experiment with salesmanship at Cleveland gas stations. il Nat Pet N 23:27-8+ Ja 7 '31
We learned how to bring back the customer! Pet Age 23:52+ N '29
We sold just a little more to every customer; General auto service, Riverside, Calif. W. H. Pilch. Pet Age 24:40 O '30
What! build a garage? Certainly, says F. E. Pennington of Emporia, Kan. il Pet Age 24:28-9 F '30
Widening the selling opportunities for the man at the pump. R. H. Thomas. Nat Pet N 22:201+ N 12 '30
Woman's ideas on women's trade; Miss Cornelia Dillon. N. M. Mainpa. il Nat Pet N 22:85+ O 29 '30

Refreshment stands

Four service stations sell $200 worth of candy each week. E. L. Barringer. il Nat Pet N 23:67-8 S 16 '31
Ice cream adds $1 a day to station's income. il Nat Pet N 23:37 Ag 26 '31
Ice cream, cold drinks are big money makers at L. V. White stations. E. T. Sadler. il Pet Age 25:20-1+ Jl '31
Ice cream, soft drinks, tobacco increase station profits; L. V. White co. E. L. Barringer. il Nat Pet N 23:35-7 Ag 26 '31

Rest rooms

New rest room plan puts Toledo station over big. Pet Age 25:44 F '31
Roadside sign pictures rest rooms that live up to their notice. N. M. Mainpa. il Nat Pet N 22:87-9+ Jl 23 '30

GASOLINE service stations—*Continued*

Restaurants

Gasoline-food combination watched as new one-stop service. il Nat Pet N 23:61-2+ S 2 '31

Safety devices and measures

Safety at the service station. Pet Age 24: 28-30+ Ag '30

See also

Gasoline service stations—Fire protection

Self service stations

Indiana fire marshal rules against self service of gasoline. Nat Pet N 22:39 My 28 '30

Religion joined with low prices to get gallonage for self serve stations. R. B. Stafford. Nat Pet N 22:181-2 S 24 '30

Self serve stations to attack Indiana fire order in court. Nat Pet N 22:34 Je 4 '30

Self service, newest wrinkle in Indiana's ruffled market. R. B. Stafford. il Nat Pet N 22:85-6+ My 14 '30

Service

Boost business! make your reputation as a technical authority in your community. J. B. Rathbun. il Pet Age 25:22-3+ Jl '31

Cash in on cooling system service at your super this winter. il Pet Age 24:46-7+ S '30

Commercial customers store tubes at one-stop station. E. L. Barringer. il Nat Pet N 23: 73-4 Ap 8 '31

Convenience is everything at the super. Pet Age 25:38 Ja '31

Does service pay? E. L. Barringer. Nat Pet N 23:63-4 Jl 1 '31

Free car washing space provided for oil company patrons. E. L. Barringer. il Nat Pet N 22:75-6 Mr 5 '30

Gasoline road service truck boosts station sales. il Nat Pet N 22:88 F 5 '30

Get ready for the motoring season. il Pet Age 25:36-7 Ap '31

Nickel a cup is greasing charge at this station. Pet Age 25:42+ Jl '31

Oil stations sell batteries in customer's garage. E. L. Barringer. il Nat Pet N 23:57+ Jl 15 '31

Public service idea that is building gallonage; Conoco travel bureau at Denver. il Pet Age 25:22-3+ Ag '31

Satisfying all needs of motorist is trend in oil merchandising; servicing motor trucks. E. L. Barringer. il Nat Pet N 22:186+ S 24 '30

Service combats price in employees buying goods at discount. E. L. Barringer. il Nat Pet N 22:69-70 F 12 '30

Service the Standard of California expects from station men. Nat Pet N 22:81+ F 19 '30

Testing motor exhaust as a business builder. il Pet Age 25:30-2+ O '31

They meet your car and park it while you enjoy the show. Nat Pet N 22:93 My 14 '30

Twelve points of service at Pierce stations. Nat Pet N 22:94+ My 14 '30

Two-gallon buyer takes to the road. il Nat Pet N 23:19-20+ Ja 28 '31

What a customer really thinks. Nat Pet N 23: 64 Jl 29 '31

Show windows

One-stop service; pump island and show windows favored for merchandise display. E. L. Barringer. il Nat Pet N 22:59-60+ D 24 '30

Side line selling

Four service stations sell $200 worth of candy each week. E. L. Barringer. il Nat Pet N 23:67-8 S 16 '31

Merchandise side lines at stations increase gasoline sales. E. L. Barringer. Nat Pet N 22:83-4+ O 1 '30

Selling cigarettes? don't overlook your charter provisions, etc. E. L. Barringer. il Nat Pet N 22:29-30 N 5 '30

Specialties. il Pet Age 25:20-1+ S; 20-1 O '31

Signs

Signs for stations. il Pet Age 24:28-9+ S '30

Statistics

Here's check-up of station sales in 53 U. S. cities. Pet Age 25:32-3 Je '31

Tank car stations

See Gasoline service stations—Trackage stations

Tire company stations

Combination brings new customers to one-stop stations. E. L. Barringer. il Nat Pet N 23:87-8 Mr 18 '31

Combination service plan successful; 300 Firestone stores now in operation. C. O. Willson. il Oil & Gas J 29:40 Je 5 '30

Findlay, Ohio, boasts 3 one-stop stations. E. L. Barringer. il Nat Pet N 22:85+ Jl 30 '30

Firestone buys station at Washington dedicated to women. Nat Pet N 22:198 N 12 '30

If you would sell to motorists. C. C. Prather. Nation's Business 18:182+ S '30

Tire company one-stop stations give away gasoline to draw customers. R. B. Stafford. Nat Pet N 22:23-4 O 1 '30

Tire dealers to develop one-stop service stations individually. R. B. Stafford. Nat Pet N 21:29-30 N 20 '29

What the tire companies are doing about super service. Pet Age 24:35 Je '30

When a tire dealer goes super-service; Select tire service, inc. at El Paso, Texas. il Pet Age 24:36-7 Jl '30

Trackage stations

Fidelity bond posted by trackage chain to win public confidence. R. B. Stafford. il Nat Pet N 23:57+ S 2 '31

Position of "trackage" station in the marketing of gasoline. E. L. Barringer. il Nat Pet N 23:59-61 Je 17 '31

Tank car station. Nat Pet N 23:87+ My 13; 61-3 Jl 15 '31

Trackage stations gain in importance as market factors. Oil & Gas J 29:154 Ag 14 '30

Winter service

How to service a car for winter. S. S. Howard. Pet Age 24:48 O '30

Larger winter auto conditioning market. E. L. Barringer. Nat Pet N 23:49+ O 7 '31

$100,000,000 market awaits you. R. B. Stafford. Nat Pet N 22:29-32 O 8 '30

Tell your customers why; preparing automobiles for winter driving. R. B. Stafford. il Nat Pet N 22:38-41 O 15 '30

You can make money this winter. Pet Age 25:40-2 S '31

You can make profits on winter servicing of cooling systems. W. H. Wilson. il diag Pet Age 25:42-4 O '31

GASOLINE service stations, Cooperative

Cooperative gasoline stations in 1929. Monthly Labor R 31:563-70 S '30

Gasoline and oil stations of cooperative stores. Monthly Labor R 30:1315-16 Je '30

GASOLINE service stations, Municipal

Explain operation municipal service station at Lincoln. C. M. Sutherland. Oil & Gas J 29:202 Jl 31 '30

Lincoln to vote on discontinuing municipal gasoline station. Nat Pet N 23:88-9 Ap 1 '31

Nebraska "Muny" gas station bill is believed thwarted. Nat Pet N 23:48 Mr 4 '31

GASOLINE service stations, Portable

Our industry goes modern too, with miniature gas station. il Nat Pet N 23:89-90+ F 18 '31

GASOLINE storage

Correlate vapor pressure and losses. W. K. Lewis and S. P. Coleman. Oil & Gas J 29: 130+ Mr 5 '31

Determination of evaporation losses. G. W. Chenicek and W. G. Whitman. Am Pet Inst Bul 11:4-10 sec 3 D 31 '30; Same. Oil & Gas J 29:78+ N 13 '30; Abstract. Nat Pet N 22: 34-5 N 19 '30; Discussion. Am Pet Inst Bul 11:10-13 sec 3 D 31 '30

GASOLINE storage—*Continued*

Economics of storing light products in pressure containers. C. L. Day. Nat Pet N 22: 71-3+ Jl 2 '30

Fire and corrosion resisting qualities of breather and floating roofs. J. H. Wiggins. il Nat Pet N 22:144+ N 12 '30

Gasoline loss less than one per cent after vents were put on tanks. E. L. Barringer. Nat Pet N 23:77 N 11 '31

Horton-spheroid, a new type of storage tank. il Eng & Contr 69:312 Ag '30

Leaky underground station tanks—and how to beat them. Pet Age 24:58 My '30

Modernizing bulk plant storage tanks saves money and protects quality. il Nat Pet N 23:107-9+ O 28 '31

New system for saving tank vapors. J. H. Wiggins. il plan Oil & Gas J 29:62-3 D 25 '30; Excerpts. Nat Pet N 23:80-1 Mr 4 '31

Spheroidal tank withstands great pressures in accidental test. C. L. Day. il diags Nat Pet N 22:75-6+ Je 18 '30

Sprayed molten cadmium coatings in gasoline storage tanks. L. Pessel. il Ind & Eng Chem 22:119-21 F '30; Same. Metal Ind 28: 168-70 Ap '30

Storage and handling of natural gasoline at the refinery. E. H. Jones. flow sheet il Nat Pet N 22:51+ Ag 6 '30

10,000 gallon underground tanks at California stations. J. N. Westsmith. il Nat Pet N 23:53-4+ S 2 '31

See also

Oil bulk stations
Oil tanks

GASOLINE torch

Torchweld gasoline metal cutting torch developed. il Gas Age 66:494 S 27 '30

GASTEX. See Carbon black

GATES, Hydraulic

Construction of the new Ijmuiden lock; Holland. J. A. Ringers. il diags map Eng N 104:769-72 My 8 '30

Dock-entrance reconstruction works; H.M. dockyard, Devonport. G. S. Jacob; J. Mitchell. Engineering 128:747-8 D 6 '29

Engineering features of the Illinois waterway. W. M. Smith. diags plans Am Soc C E Proc 57:1189-1218 O '31

Gate handling at Calderwood dam. A. J. Ackerman. il diags Eng N 106:754-7 My 7 '31

Handling dock gates in England. Eng N 107: 345 Ag 27 '31

Hinged steel weir gates in the Vale project diversion dam. il diags Eng N 105:1009-10 D 25 '30

Ice problem in connection with sluice gates, flashboards and racks. Eng & Contr 70:184-6 Jl '31; Same. Can Eng 61:15-16 N 3 '31; Excerpt. diags Power Pl Eng 35:366-8 Mr 15 '31; Abstract. Elec W 96:997 N 29 '30

Ice-trouble remedies in hydro-electric plants. C. R. Reid. il diags Power 72:728-30 N 4 '30

Kentucky utilities co. raises crest level 10 ft. at Dix dam. il diags Power Pl Eng 34:515 My 1 '30

Lightness and low cost obtained by new penstock gate design in pressure tunnels at Calderwood dam. A. J. Ackerman. il diags plan Eng N 107:600-4 O 15 '31

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New Welland ship canal built for deep-draft vessels. il diags plans Eng N 105: 356-62 S 4 '30

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Glacial geology
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Grinding wheels
Honing machines
Lubrication and lubricants (cutting and grinding)
Machine shop practice
Polishing machines

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Coffee
Eggs
Food industry and trade
Great Atlantic and Pacific tea company
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Kroger grocery and baking company

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Sea walls
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Terminals
Tides
Wharves

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Anthracene
Benzene
Butane
Cymene
Ethane
Heptane
Indene
Methane
Naphthalene
Olefins
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Petroleum
Petroleum refining
Propane
Terpenes
Toluene
Xylene

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Diet
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Exercise
Fatigue
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Posture
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See also

Barium fluosilicate
Calcium arsenate
Ethylene dichloride
Fly sprays
Fumigation
Mothproofing preparations
Paris green
Phenylpyrrolidine
Pyrethrum (insect powder)
Spraying materials
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See also

Fleas
Flies
Scale insects
Termites

Classification

Future of taxonomy. C. E. Mickel. Science 71:436-8 Ap 25 '30; Discussion. T. D. A. Cockerell. 71:586 Je 6 '30

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See also

Cockroaches
Moths

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Mosquitoes
Ticks

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Selective inspection cuts assembly costs in automobile plants. W. G. Holmes. il diags Am Mach 72:806-10 My 15 '30

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Simple checking system to reduce excess cost. G. W. Dunham. Am Mach 72:844-5 My 22 '30

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See also

Boiler inspection
Electric inspection
Factory inspection
Safety inspection

also subhead Inspection under names of products, e.g. Automobiles—Inspection

INSPECTION cars. See Cars, Inspection

INSPIRATION consolidated copper company

Practical operating problems of the metal mining industry. A. C. Stoddard. diags Min Cong J 16:758-63+ O '30

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Group appliance selling grows in British Columbia. F. H. Fullerton. Gas Age 67:597 Ap 18 '31

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Hire-purchase in the sale of electrical appliances. H. R. Taunton. Elec R (Lond) 108: 1047-8 Je 19 '31

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Industry looks to the finance companies. H. B. Lewis. Forbes 25:30+ My 15 '30

Instalment authority challenges critics. H. B. Lewis. Automotive Ind 65:457-8 S 26 '31

Instalment buying and business depressions. G. Filipetti. Management R 20:3-6 Ja '31

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Instalment credit experience. Nat City Bank p126-7 Ag '30

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Installment finance and the efficient use of capital. O. C. Lorenz. Harvard Business R 8:451-9 Jl '30

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Instalment plan and the business cycle. J. E. Moffat. Bankers M 123:133-8 Ag '31

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Installment selling. F. M. Bellows. il System 59:277-8+ Ap '31

Instalment selling and financing. P. W. Haberman. Credit Mo 32:15-17+ D '30

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Instalment selling outrides storm of depression with few defaults. L. Peat. Automotive Ind 64:607-8+ Ap 18 '31

INSTALMENT plan—*Continued*

Instalment selling through the depression. M. V. Ayres. Am Bankers Assn J 23:742-3+ Mr '31

Instalment selling undergoes the test of depression. C. W. Steffler. Comm & Fin 19: 63-4 Ja 8 '30

Is the customer oversold? G. Iden. Mag of Wall St 45:364-5+ D 28 '29

Little down, a little each month. H. W. Seymour. Dom Eng 132:52-3+ S 6 '30

Machine tools on time; deferred payment plan by Bullard co, Bridgeport, Conn. Iron Age 127:213 Ja 8 '31

Methods of handling merchandise installment accounts. G. Anderson. Elec West 66:528-9 My 15 '31

Montgomery-Ward offers time payment on all sales of $25. Business Week p8 Jl 16 '30

National retail credit survey. U S Bur For & Dom Com Domestic Commerce Ser 33: 1-52; 34:1-48; 36:1-66 '30; Review by C. W. Steffler. Comm & Fin 19:1458-9 Jl 30 '30

Neglected installment loans on foreign shipments. il Bankers Mo 47:19+ Je '30

New outlets for loans. B. O. Moody. Bankers Mo 48:29-30 Ja '31

1930 instalment sales below 1929; above 1928. Business Week p46 F 25 '31

1930 no test of installment selling. M. V. Ayres. Business Week p 33 My 28 '30

Notes on hire purchase law. C. G. Jones and R. Proudfoot. 137p 10s 6d Butterworth & co, London '30

Now we test instalment selling. Business Week p 35-6 D 4 '29

Problem of wage assignments. E. Gates. Monthly Labor R 33:380-1 Ag '31

Prosperity and consumer credit. J. Goldman. 197p Harper '30; Review by L. C. Lockley. Adv & Sell 16:46 D 10 '30

Quarter a day keeps the iceman away. il Elec West 67:246-7 N '31

Refrigeration goes like hot cakes under Meterice store sales plan. L. M. Hughes. Sales Management 28:162-3 O 31 '31

Reviving business by financing consumption. G. Iden. Mag of Wall St 46:855-7+ O 4 '30

Sales financing systems grow and diversify. A. H. Little. Ptr Ink 152:89-92+ Jl 3 '30

Sears, Roebuck broadens offer to finance home modernization. Business Week p18 O 22 '30

Signs and portents of a great revolution; the abolishment of poverty. E. R. A. Seligman. Barron's 10:5 Mr 17 '30

Stock market slump and instalment sales. Ptr Ink 149:114+ D 12 '29

Taking the terror out of time payments. Elec West 67:247 N '31

Warns retailers against use of installment plan. H. P. Willis. Comm & Fin Chr 130:910 F 8 '30

What are the economic consequences of instalment selling? C. W. Phelps. Credit Mo 32:14-16+ Je '30

When the Hindu buys an automobile on the instalment plan. W. Buchler. il Credit Mo 33:31+ Ja '31

Why spurn installment loans? C. D. Harris. il Am Bankers Assn J 23:89-91 Ag '30

See also

Finance companies

Insurance, Deferred payment

Accounting

Hire-purchase accounts and finance. C. W. Aston. 222p Gee & co, ltd, London '30

How much instalment business can I do? O. C. Lorenz. System 57:320-2+ Ap '30

Records that speed up installment collections. R. McDaniel. System 60:102-3 Ag '31

Simplified procedure in amortization of debts. C. D. Simmons. J Account 48:426-30 D '29

INSTITUTE for advanced study

Plans for establishment and endowment. Science 71:599 Je 13 '30

INSTITUTE for textile research. See United States institute for textile research, incorporated

INSTITUTE of American meat packers

Purpose and plan of the Institute of American meat packers. C. R. Moulton. J Chem Educ 8:2165-70 N '31

INSTITUTE of British foundrymen

Annual convention, Middlesbrough, June 17-20. Engineer 149:683, 721-2 Je 20-27 '30; Foundry 58:71-2+ Jl 15 '30; Steel 87:56 Jl 10 '30

Annual convention, 28th, Birmingham and Coventry, England, June 9-12. Engineer 151: 688-9 Je 19 '31; Engineering 132:9-10 Jl 3 '31; Foundry 59:70-1 Ag 1 '31

INSTITUTE of chemistry of Great Britain and Ireland

Annual general meeting, March 2. Soc Chem Ind J (Chem & Ind) 50:221-2 Mr 13 '31

Register of fellows, associates & students, corrected to 31st May, 1930. 372p The Institute, 30 Russell Square, London, W. C. 1 '30

INSTITUTE of fuel

Annual conference, 5th, London, Oct. 22-23. Engineer 150:489-90, 521-2 O 31-N 7 '30; Engineering 130:560-2 O 31 '30

INSTITUTE of international finance

Report. J. T. Madden. Comm & Fin Chr 131: 2765-6 N 1 '30

Report for the fiscal year ending August 31, 1929. I B A of A 18:30-4 D 4 '29

INSTITUTE of metals

Annual general meeting, 22d, London, March 12-13. Engineer 149:302-3, 319-21, 345-6, 382-3 Mr 14-Ap 4 '30; Engineering 129:352-3, 383-5, 398-400 Mr 14-28 '30; Iron Age 125:949 Mr 27 '30; Iron Tr R 86:81 Ap 3 '30; Metal Ind 28:166-7 Ap '30

Annual general meeting, 23d, London, March 11-12. Engineering 131:365-7, 381-4, 410-11 Mr 13-27 '31; Engineer 151:327-8, 340-1, 373-4 Mr 20-Ap 3 '31; Electrician 106:399 Mr 13 '31; Metal Ind 29:158-60 Ap '31; Foundry 59: 71-2 My 1 '31

Annual autumn meeting, Southampton, Sept. 9-12. Engineer 150:284, 317-19, 335-7 S 12-26 '30; Engineering 130:333-5, 358, 386-90 S 12-26 '30; Electrician 105:303 S 12 '30; Metal Ind 28:468-70 O '30

Autumn meeting, 23d, Zürich, Sept. 13-15. Engineer 152:290-1, 330-1, 358-9 S 18-O 2 '31; Engineering 132:381-4, 396-8 S 18-25 '31; Metal Ind 29:426-8, 471-3 O-N '31

Institute of metals; its origin and objects. R. Seligman. il J Chem Educ 7:2088-93 S '30

Presidential address. R. Seligman. Engineer 149:294-5 Mr 14 '30

INSTITUTE of metals (American). See American institute of mining and metallurgical engineers—Institute of metals division

INSTITUTE of Pacific relations, 3d conference, Kyoto, 1929

Industrial problems at Kyoto conference of Institute of pacific relations. Monthly Labor R 30:1010-11 My '30

Kyoto conference of the Institute of Pacific relations. C. H. Rowell. 54p Carnegie endowment for international peace, Division of intercourse and education, New York '30

INSTITUTE of paper chemistry. See Lawrence college, Appleton, Wisconsin—Institute of paper chemistry

INSTITUTE of physico-chemical biology, Paris

Institute of physico-chemical biology in Paris. Y. Khouvine. il J Chem Educ 8:1412-22 Jl '31

New French Institute of physico-chemical biology. Y. Khouvine. il pors J Chem Educ 7: 1051-7 My '30

INSTITUTE of radio engineers

Address of the retiring president. L. de Forest. Inst Radio Eng Proc 19:169-71 F '31

Annual convention, 5th, Toronto, Aug. 18-21; summary of papers. Radio N 12:427 N '30

National convention, 5th, Toronto; opening address. L. de Forest. Inst Radio Eng Proc 18:1789-94 N '30

Year book, 1930. 301p Institute of radio engineers, New York '30

Year book, 1931. 476p $1.50 Institute of radio engineers, New York '31

INSTITUTE of scrap iron and steel
Annual convention, 2d, Chicago, March 4-6 Iron Age 125:797-8 Mr 13 '30; Iron Tr R 86: 69+ Mr 13 '30
Annual convention, 3d, Cleveland, Mar. 10-12. Steel 88:15-16 Mr 12; 17+ Mr 19 '31; Iron Age 127:978-80 Mr 19 '31
Convention, Pittsburgh, Oct. 12-14. Steel 89: 18 O 19 '31
Institute offers new junking plan. Automotive Ind 64:525 Mr 28 '31

INSTITUTE of steel plate construction
Steel plate construction industry forms institute; 75 already members. Steel 87:26 N 27 '30

INSTITUTE of white metals
Organization. Iron Age 125:591 F 20 '30

INSTITUTION libraries
Our obligation to libraries in state institutions. M. E. Frankhouser. Lib J 55:863-7 N 1 '30
See also
Hospital libraries
Prison libraries

INSTITUTION of chemical engineers
Annual corporate meeting, 8th, London. Soc Chem Ind J (Chem & Ind) 49:305-9 Ap 11 '30; Chem Age (Lond) 22:341-3 Ap 12 '30
Annual meeting, 9th, London, Mar. 5-6. Chem Age (Lond) 24:213, 231-4 Mr 7-14 '31; Engineer 151:300 Mr 13 '31

INSTITUTION of civil engineers
Exhibition of engineering models, scientific apparatus, etc. diags Engineer 149:662-3 Je 13 '30
Exhibition of engineering models, scientific apparatus, etc. Engineer 151:656-7 Je 12 '31; Engineering 131:768-9 Je 12 '31

INSTITUTION of electrical engineers
Annual general meeting, London, May 15. Elec R (Lond) 106:979-80 My 23 '30
I.E.E. and physicists. C. C. Paterson. Electrician 106:425 Mr 20 '31
Summer meeting, Dublin, June 2-6. Engineer 149:638, 653-6 Je 6-13 '30; Engineering 129: 743, 771-2 Je 6-13 '30
Summer meeting. Electrician 107:456-7 O 2 '31

INSTITUTION of gas engineers
Abstracts of all reports to be presented at the autumn research meeting, Nov. 3-4. Gas J (Lond) 196:sup1-24 O 28 '31
A. G. A. officials attend first international gas meet. Am Gas Assn Mo 13:349+ Ag '31
Annual meeting, 67th, Leeds, June 3-5. Engineering 129:741-3 Je 6 '30; Gas J (Lond) 190:684-708 Je 11 '30; Gas Age 65:937-8 Je 21 '30
Annual meeting, 68th, and first International gas conference, London, June 2-4. Gas J (Lond) 194:729-830 Je 10 '31; Engineering 131:739-40, 769-71 Je 5-12 '31; Gas Age 67: 965-6+ Je 20 '31
Autumn meeting, London, Nov. 13-14. Gas J (Lond) 188:sup1-18, sup21-42, sup45-70 N 20-D 4 '29; Engineering 128:722-3 N 29 '29
Autumn meeting, London, Nov. 25-26. Engineering 130:689 N 28 '30; Gas J (Lond) 192: 685-748 D 3 '30; Gas Age 66:961-2 D 13 '30

INSTITUTION of highway engineers
British highway engineers form association. Roads & Sts 70:104 Mr '30

INSTITUTION of mechanical engineers
Annual general meeting, 83d, Westminster, Feb. 21. Engineer 149:235-6 F 28 '30; Engineering 129:290-3 F 28 '30
Annual general meeting, 84th, London, Feb. 20. Engineer 151:231-2 F 27 '31; Engineering 131:306-8 F 27 '31
Summer meeting, Bristol, July 1-4. Engineer 150:5-6, 31-2 Jl 4-11 '30; Engineering 130: 19-20, 48-9 Jl 4-11 '30
Summer meeting, Cambridge, England. Engineer 152:62-3, 86 Jl 17-24 '31; Engineering 132:81-3, 111-12 Jl 17-24 '31

INSTITUTION of naval architects
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N. Y. society to give course for brokers. E. R. Hardy. East Underw 31:28 Je 20 '30

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Ask repeal of transfer levy on reassigned policies. Nat Underw (Life ed) 34:3+ Ap 25 '30

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Huge sum is collected by states in insurance taxes. Nat Underw 34:12 Ja 30 '30

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North Carolina agents have been organized for 32 years. S. Ruffin. Spectator 124:39 F 6 '30

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Texas looks back on a good year. W. M. Mayes. Spectator 126:7+ Ja 15 '31

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Turkish monopoly results are given. East Underw 31:35 Je 20 '30

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Frank observations on U.S. insurance practices. C. Appelgren. East Underw 32:37+ Ap 10 '31

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End of 1930 brings no regrets in West. T. R. Weddell. Ins Field (Fire ed) 60:11-12 Ja 1 '31

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Uniformity sought for accident cover. Ins Field (Fire ed) 60:31 My 7 '31

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"Accidental means" in accident policies. J. Simpson. East Underw 31:30+ O 17 '30

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Newspaper policies expand sales field. G. Brown. Ins Field (Fire ed) 60:29 Je 4 '31

Nine sales out of every ten calls; C. Devens Holman. O. R. Tyson. Forbes 25:32+ Je 15 '30

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Contrary mindedness on subject of aviation rates. C. C. Parlin and A. B. Roome. Spectator 124:36 My 1 '30

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Personal accident policy for aircraft passengers. Nat Underw 35:30 Ap 9 '31

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Fraudulent claims and malingering; interview with John J. King. R. R. Wolfe. Spectator 127:7+ S 3 '31

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A. & H. lapses due to serious overselling. E. H. Gurk. East Underw 32:35 Je 19 '31

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Accident policy clauses, rates made mandatory. Nat Underw 35:33 Jl 2 '31

Accident policy riders help conserve business E. A. Hauschild. Nat Underw 34:35+ Ja 16 '30

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Facilities increase for insuring cars of tourists abroad. G. A. Moszkovski. East Underw 31:29 Je 13 '30; Same cond. Spectator 124:19 Je 12 '30

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Forceful argument that may be employed in competition with reciprocals. D. Mac Donald. Weekly Underw 122:1174-5 My 10 '30; Same. Ins Field (Fire ed) 59:43-4 My 1 '30; Abstract. Nat Underw 34:31 My 1 '30

Full value auto coverage. Spectator 127:29+ Jl 23 '31; East Underw 32:20 Jl 24 '31

Have been following high resistance line; use of comprehensive automobile policy. C. M. Campbell. Weekly Underw 124:1509+ Je 27 '31

Highway safety has international aspect; abstracts. R. L. Foster. Weekly Underw 125:702+ O 3 '31; Nat Underw 35:35+ O 1 '31

Insurance men to fight movement; organize Ohio insurance protective association. Nat Underw 35:6 My 21; 4 Je 4 '31

Interstate problem in auto liability. S. F. Withe. East Underw 32:44 Mr 20 '31

Investing in your own business; how one local agency solved the insurance problems raised by automobile financing. G. A. Gist. Spectator 123:29+ N 28 '29

Many confused by garage liability case. East Underw 31:16 Ag 15 '30

May ask Attorney-general of Ohio to reconsider rule; license matter unsettled. Nat Underw 35:28+ Jl 23; 14, 31 Jl 30 '31

Motor car owners may get in legal tangles. R. M. Eacock. Weekly Underw 123:895 O 11 '30

Much unsettlement in automobile lines. Weekly Underw 123:399 Ag 23 '30

Municipal auto liability insurance. C. G. Hale. Spectator 123:32+ D 12 '29; 124:36-7 Ja 9; 34-5 Ja 23; 37 F 6 '30

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National bureau makes rate changes and increases auto property damage. Spectator 124:41 F 20 '30; Weekly Underw 122:469, 537 F 22-Mr 1 '30; Nat Underw 34:35 F 20 '30

New company for automobile insurance similar to plan of General Motors is being promoted. Nat Underw 35:3+ My 14 '31

New Sears, Roebuck carrier plans mail order insurance. Ins Field (Fire ed) 60:7-8 Mr 12 '31; Business Week p8 Mr 25 '31; Nat Underw 35:3+ Mr 12 '31; Spectator 126:27+ Mr 19 '31

New Yorkers heavily victimized by cheap insurance racket. J. C. H. Flynn. Spectator 124:31 My 29 '30

1929 combination never met before. Weekly Underw 122:37 Ja 4 '30

Non-ownership automobile liability insurance considered essential protection by motor car underwriters. A. B. Nickerson. Weekly Underw 124:153 Ja 10 '31; Same. Ins Field (Fire ed) 60:31 Ja 15 '31

Non-ownership liability necessary cover for employers. G. Emerson. Ins Field (Fire ed) 59:32+ Ja 16 '30

Points regarding automobile insurance upon which every local agent should be informed. Weekly Underw 122:896 Ap 5 '30

Public shy on protection. A. D. Spring. il East Underw 31:26+ pt 2 My 9 '30

Reciprocal competition. A. P. Lantz. Nat Underw 35:36 Mr 12 '31

Reorganizing automobile underwriting. Spectator 123:27, 34-5 N 14 '29

Report on service outfits by National better business bureau. Nat Underw 34:31 Ja 9 '30

Revised collision form is presented by superintendents. W. R. Ruegnitz. Nat Underw 34:6 S 25 '30; Same abr. Weekly Underw 123:789 O 4 '30

Runaway horse incident gave Branchville, N.J. two flourishing insurance companies. W. J. Clapp. il East Underw 32:34+ My 22 '31

St Louis agents fight back at local reciprocal by forming rival automobile club. Nat Underw 34:17 F 20 '30

Sears, Roebuck insurance to be only on automobiles at first. G. E. Humphrey. East Underw 32:22+ Mr 20 '31

Some answers to the question whether motor vehicle insurance is worth while. Weekly Underw 124:416 F 14 '31

Some of the fine points in connection with writing automobile dealer lines. J. M. Hoyt. Weekly Underw 123:641 S 20 '30

Speed or safety—which will win? il East Underw 31:21-2 pt 2 My 9 '30

State insurance and the automobile problem. D. McCahan. East Underw 31:46 D 19 '30

Stolen car research of insurance companies. Spectator 124:23 Ap 17 '30

To cover hazards on employee cars. P. D. Betterly. System 59:122 F '31

Underwriters' laboratories work on automobile hazards. East Underw 31:32 Ja 3 '30

Underwriting of passenger carrying motor cars presents unusually interesting factors. J. M. Bugbee. Weekly Underw 124:1489-90 Je 20 '31

Uniformity sought for public risks. Weekly Underw 125:111 Jl 18 '31

Urges demerit system for Massachusetts. R. B. Stoeckel. East Underw 32:34+ Ap 3 '31

Value of contingent auto liability cover. O. Conard. Weekly Underw 122:431+ F 15 '30; Same. East Underw 31:50 F 28 '30; Same. Nat Underw 34:34 F 20 '30; Same abr. Spectator 124:33 F 20 '30

Value of non-ownership liability demonstrated by accidents not directly concerning defendant. il Weekly Underw 122:1135 My 3 '30

Vast number of uninsured cars gives producers of automobile insurance a great opportunity. A. B. Nickerson. Weekly Underw 122:693+ Mr 15 '30

Verdicts returned in court show that low automobile liability limits is a mistake. T. P. Sharwell. Weekly Underw 122:763+ Mr 22 '30

Views of insurance men on Sears, Roebuck mail order plan. Ins Field (Fire ed) 60:11 Mr 19 '31; Nat Underw 35:3+ Mr 19 '31; Weekly Underw 124:732, 791 Mr 21-28 '31

What are we going to do about compensation and automobile? P. H. Goodwin. Spectator 126:7-8 Ap 9 '31; Same. Ins Field (Fire ed) 60:9-10+ Ap 9 '31

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Insurance, Motor truck
Insurance, Taxicab
National automobile underwriters' association

Adjustment of claims

Adjusters and the rising losses. A. L. Ladd. Nat Underw (Auto ins no) 35:25 Ap 10 '31

Allay doubt over auto case ruling. Nat Underw 35:39+ F 19 '31

Auto adjusting plan is now in operation in the New York area. East Underw 31:20 N 28 '30

Auto claims association to extend field of work. East Underw 31:31 S 5 '30

Auto insurer recovers in parking lot case. East Underw 32:24 Ap 24 '31

Cites unfairness in recent Brustein ruling. C. I. Oliver. East Underw 32:44 F 13 '31

Cohen bill veto was unexpected; Brustein case involving New Amsterdam casualty was responsible for drafting of measure. Nat Underw 35:31 Ap 23 '31

Co-operative plan for repair work. Weekly Underw 122:1610 Je 28 '30

Courts, agents and their car policies. J. Simpson. East Underw 31:31-2 pt 2 Mr 9 '30

Disclaimer with reservations. J. L. Roesch. Spectator 123:35 N 28 '29

Drop in cash value of auto recoverable. East Underw 31:28 O 17 '30

How no claims bonus is handled in Britain. East Underw 31:39+ Mr 21 '30

Important auto liability case rests on section 109 of New York law; Brustein vs. New Amsterdam Casualty. East Underw 31:39 D 5 '30; Spectator 125:31+ D 4 '30

Joy riding no theft from insurance angle. East Underw 32:33 Ja 23 '31

Most stolen cars are recovered, but not without claims being made. East Underw 31:17-18 pt 2 My 9 '30

Present highs in bull verdict market will shortly seem low; automobile personal injury cases. W. H. Galentine. East Underw 31:8+ pt 2 My 9 '30

Recent automobile decisions. J. Simpson. East Underw 32:52-3 My 22 '31

Replacing cars stops heavy loss. Weekly Underw 125:117 Jl 18 '31

Takes liability a step farther; John Hancock mutual held liable in Connecticut for agent's automobile accident. Nat Underw 35:33 Ja 1 '31

Two ways of figuring assured's fire claim. P. D. Groot. Weekly Underw 125:321 Ag 15 '31

Western Automobile negligent in adjusting, hence liable beyond face of policy. Ins Field (Fire ed) 60:39 Mr 19 '31

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Advertising

Can automobile insurance be sold by mail? E. P. Schaefer. East Underw 32:59 My 22 '31

Humorous advertising for a serious matter; Aetna's campaign. il Ptr Ink 154:62+ F 26 '31

Light touch wins motorists; Aetna motor-tour booklet. il Ptr Ink 156:56-7 Jl 23 '31

Agents

Alert agents now sell complete protection. W. H. Griffith. il Nat Underw (Auto ins no) 35:4+ Ap 10 '31

Automobile insurance prospects, heeding call of spring, coming out of winter quarters. Weekly Underw 122:1076-7 Ap 26 '30

Automobile sales ideas that have proved effective in towns and cities up to 250,000 population. Weekly Underw 123:898+ O 11 '30

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Every salesman broke his summer record in this contest; Liberty mutual insurance company, Boston. R. P. Ashley. Sales Management 22:530+ Je 21 '30

How a veteran underwriter sees present automobile trend. R. S. Keelor. East Underw 31:42 Je 6 '30

How to increase your automobile volume. J. W. Mason. Spectator 127:10+ N 5 '31

It all depends upon how you stage your sales talk. S. Maynard. East Underw 31:6 pt 2 My 9 '30

Jail pictures needed to sell liability cover to public enemies. il Nat Underw (Auto ins no) 35:8+ Ap 10 '31

John C. Stott welcomes competition. East Underw 32:47 My 22 '31

Making contacts considered best way to build automobile business; effective sales hints. R. V. McCormick. Weekly Underw 122:695 Mr 15 '30

Modern sales psychology applied to sale of complete auto protection. W. H. Griffith. East Underw 32:26+ Ja 23 '31; Same cond. Spectator 126:13-14 Ja 29 '31; Excerpts. Weekly Underw 124:236 Ja 24 '31

1931 is a year for holding business. J. E. Gossett. East Underw 32:46 My 22 '31

Preserving stock automobile lines. Weekly Underw 123:1027 N 1 '30

Sales points on automobile insurance. J. W. Mason. Spectator 126:14 Ap 30 '31

Selling service. G. T. Merrick. Spectator 124:21+ My 29 '30

Various underwriting changes makes automobile insurance a more attractive sales proposition. Weekly Underw 122:1134 My 3 '30

What sells automobile insurance and how; security and service considered of first importance. J. H. Eglof. Weekly Underw 122:1203-4 My 10 '30; Excerpts. Nat Underw 34:35+ My 8 '30

Commissions

Auto underwriters' ass'n will vote on revising local finance rules. East Underw 32:19 My 22 '31; Nat Underw 35:3 My 14 '31

Division of control collision and P.D. Weekly Underw 122:1105 My 3 '30

Fire and casualty companies decide matter of auto scale. Nat Underw 34:5 My 1 '30; Spectator 124:21 My 1 '30

Classification of risks

Bureau is asked to create second auto fleet class for salesmen-owned cars. Nat Underw 35:29 Ag 20 '31

Court upholds rates in Massachusetts. Spectator 124:47 Ja 16 '30; Same abr. Ins Field (Fire ed) 59:39 Ja 16 '30

Compulsory insurance

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Deferred payment protection

Auto underwriters' ass'n will vote on revising local finance rules. East Underw 32:19 My 22 '31

Explains new finance rules of National automobile underwriters' association. W. H. Griffith. East Underw 31:26 Ap 25 '30

Finance ass'n insurance report hits auto rates now being used. W. S. Mays. East Underw 31:34+ N 28 '30; Abstracts. Weekly Underw 123:1215 N 29 '30; Nat Underw 34:3 D 4 '30

Finance problems and what is behind them. Weekly Underw 125:7+ Jl 4 '31

Finance solution again deferred by the National automobile underwriters association. Nat Underw 35:3-4 Je 4 '31

Insurance on financed automobiles. C. G. Hale. Weekly Underw 122:1109 My 3 '30

May restrict finance firms; could not receive commissions on insurance. Nat Underw 35:3+ Ja 8 '31

Relation of finance companies to carriers. H. W. Allen. Weekly Underw 123:1168 N 22 '30; Excerpt. East Underw 31:22 N 21 '30

Solution believed near on the writing of local automobile finance risks. East Underw 31:1+ N 21 '30

Finance

Automobile and marine production for 1929. East Underw 31:42 Mr 7 '30

Automobile production for 1930; premiums and losses. East Underw 32:32 Mr 6 '31

Fire premiums fall off and loss ratios shoot up in 1930. Nat Underw (Auto ins no) 35:20 Ap 10 '31

Fleet totals reveal declines in 1930. Nat Underw (Auto ins no) 35:10+ Ap 10 '31

Motor vehicle insurance; recapitulation by states for the United States, 1924-1928, 1929. Weekly Underw 122:1360 My 31 '30

Nation-wide underwriting experience ratios of stock companies operating in New York state in 1930—auto liability; tabulation. Spectator 126:14 Je 18 '31

New York automobile casualty experience for last year. Nat Underw 34:39 My 8 '30

N.Y. department's figures on motor casualty lines. Nat Underw 35:31+ My 21 '31

Reciprocals' premiums drop sharply; mutuals show slight loss. Nat Underw (Auto ins no) 35:29-31 Ap 10 '31

Stock casualty companies show slight decrease in automobile volume. Nat Underw (Auto ins no) 35:14+ Ap 10 '31

Stock fire carriers' 1930 auto business; tabulation. Nat Underw 35:6, 39-40 Ap 9 '31

Underwriting experience ratios of stock casualty, surety and miscellaneous companies operating in New York in 1929; auto liability. Spectator 125:43 O 23 '30

Financial responsibility laws

Agents advised to be prepared to follow up advantages afforded by more financial responsibility laws. Weekly Underw 124:601 Mr 7 '31

Companies oppose voluntary filing of certificates as evidence of financial responsibility. Weekly Underw 122:787+ Mr 29 '30

Driver's financial responsibility laws enhance safety. L. Peat. Automobile Ind 62:691 My 3 '30

Financial responsibility laws discussed in Washington. R. W. Sheehan. Spectator 124:38 My 8 '30

How motor vehicle operators may be protected under financial responsibility laws; nonownership liability policy; excess liability limits. East Underw 31:56+ D 12 '30

Keen for model A.A.A. bill; abstracts. R. L. Foster. Weekly Underw 123:611 S 13 '30; East Underw 31:35+ S 12 '30; Spectator 125:33+ S 11 '30

Pending automobile legislation shows trend towards financial responsibility. East Underw 32:37-8 Mr 6 '31

Questions and answers on Jersey's financial responsibility act. Spectator 123:37 N 21; 45 D 12 '29

Responsibility laws; present laws unfair to non resident owners should be reconsidered; abstracts. C. D. Livingston. Spectator 125:31+ S 11 '30; East Underw 31:35+ S 12 '30

Study of motor vehicle safety responsibility legislation. A. J. Lilly. East Underw 31:35-6 My 16 '30

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Fraudulent claims

St Louis fights ambulance chasers to lower city's high claim record. East Underw 32:36 Jl 17 '31

To scrutinize false claims in Bay state. Spectator 127:35+ Jl 16 '31; Weekly Underw 125:135 Jl 18 '31

Guest liability

Advice on guest actions. D. Lee. Nat Underw 35:37+ S 24 '31

Facing guest suits and higher verdicts. Weekly Underw 124:42+ Ja 3 '31

Guest passenger act held legal; Michigan test case. Spectator 126:37 Ja 29 '31

Guest suit legislation contains many dangers. Nat Underw 34:41 Mr 20 '30

More guest suit laws are needed. J. T. Haviland. Weekly Underw 125:169 Jl 25 '31

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Next Pennsylvania legislature may consider guest liability law. Spectator 125:29+ Jl 31 '30

Problems arising out of guest auto cases. M. N. Chrestman. East Underw 31:34+ S 19 '30

Problems that confront counsel for liability companies in handling guest cases. M. N. Chrestman. Weekly Underw 124:207-10, 503-8, 760-1+ Ja 17, F 21, Mr 21 '31

Seven states act against guest suits. Weekly Underw 122:789 Mr 29 '30

History

First to insure car. R. C. Emery. East Underw 32:1+ My 22 '31

Instalment premiums

Agents frown on extension of instalment payments. East Underw 32:38 Jl 17 '31

Agents pleased with premium financing; State association service, inc., New York state. Weekly Underw 122:1353 My 31 '30

Auto premium finance plan of Birthwhistle & Livingston. A. Livingston, jr. East Underw 31:29 pt 2 My 9 '30; Same. Weekly Underw 122:601 Mr 8 '30

Automobile premium financing plan of Connecticut agency proves success. F. W. Brodie. Ins Field (Fire ed) 59:11 N 6 '30

Moral hazards

Moral hazard in automobile insurance. W. A. Spencer. East Underw 31:15+ pt 2 My 9 '30

Policies

Aetna's new comprehensive policy. Weekly Underw 124:1536 Je 27 '31; Spectator 127:37 Jl 2 '31

America Fore issues new short term auto vacation policies. East Underw 31:19 Je 6 '30; Weekly Underw 122:1426+ Je 7 '30

Arguments in favor of actual cash value automobile policy for new cars. Weekly Underw 123:640 S 20 '30

Automobile loss of use policies. Weekly Underw 122:1360, 1400, 1464 My 31-Je 7 '30

Camden policy is criticized. Nat Underw 34:39 O 16 '30

Camden's collision form explained. W. J. Wood. Spectator 125:19 N 27 '30

Comprehensive auto form considered by directors of National association. East Underw 32:1+ F 20 '31

Comprehensive policy idea now gaining favor. E. N. Eager. East Underw 32:55 My 22 '31

Condemns loss of use cover. Nat Underw 34:29 Ag 7 '30

Cumulative collision form as approved disowned by Camden. Nat Underw 34:4+ N 27 '30

Danger in issuing restricted covers. Weekly Underw 123:968 O 25 '30

Flood of auto forms is called detrimental. East Underw 31:30 O 31 '30

How agents and fieldmen look upon joint automobile policy agreement between companies. Weekly Underw 124:963 Ap 18 '31

How Home's combination auto policy is used. East Underw 31:18 Jl 25 '30

Just what does the standard automobile policy say; an analysis of provisions of this contract. Weekly Underw 123:870-1 O 11 '30

Leading companies to issue joint auto cover; Maryland Casualty—Providence Washington. Weekly Underw 124:94 Ja 3 '31

Much interest in case deferring liability. Nat Underw 35:40 Ja 22 '31

Operation of loss of use endorsement. Weekly Underw 124:1184 My 16 '31

Participating form for collision cover. Weekly Underw 123:968 O 25 '30

Rules amended on bodily injuries. Weekly Underw 124:1249 My 23 '31

Thinks loss of use cover unprofitable. Weekly Underw 123:1077 N 8 '30

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Rates and tables

Auto rate revisions effective in New York. East Underw 31:40 F 7 '30

Auto rates raised in five states. Spectator 127:35 Jl 2 '31

Automobile liability rates higher during 1931. Spectator 126:8 Ja 8 '31; East Underw 32:38 Ja 9 '31; Ins Field (Fire ed) 60:25 Ja 8 '31; Nat Underw 35:29+ Ja 8 '31; Weekly Underw 124:130 Ja 10 '31

Automobile merit rating now receiving attention. Nat Underw 34:38 D 25 '30

Automobile rate-making process of National bureau. E. E. Robinson. Ins Field (Fire ed) 59:36-7 Mr 6 '30

Believes merit rating has made place for itself in auto field. H. P. Stellwagen. East Underw 31:40 Mr 21 '30

Broad auto theft form now basis for rates. East Underw 32:22 Mr 27 '31; Ins Field (Fire ed) 60:39-40 Mr 26 '31; Nat Underw 35:3+ Mr 26 '31

Compulsory rates in Massachusetts raised 11 per cent. Ins Field (Fire ed) 60:7+ S 3 '31; East Underw 32:32-3 S 4 '31

Demerit system. F. L. O'Bryan. Weekly Underw 123:1442 D 27 '30

Demerits for careless motorists proposed. East Underw 31:53 D 12 '30; Nat Underw 34:31 D 11 '30

Flat rate plan proposed as motor finance solution. W. R. Ruegnitz. Nat Underw 35:5+ F 5 '31

Michigan authorities hit auto rate reduction. Nat Underw 34:4 Je 5; 14 Je 12 '30

Michigan auto schedules. Spectator 124:25 Je 5; 28 Je 19; 125:19 Jl 10 '30

N.A.I.A. to publish data on cut rates. Ins Field (Fire ed) 59:11-12+ O 2 '30

New auto rates for N. Y. state announced. East Underw 31:22 Je 27 '30; Excerpt. Spectator 124:23 Je 26 '30

New forms and rates issued to companies; single interest collision and embezzlement and wrongful conversion tariffs for all territories. Weekly Underw 123:230 Ag 2 '30; Same. Nat Underw 34:33 Ag 7 '30

New Hampshire farm bureau has its own mutual automobile insurance company. East Underw 31:46 Mr 7 '30

New motor rules by National bureau. Weekly Underw 122:1301 My 24 '30; Same abr. Nat Underw 34:40+ My 22 '30

New York balks on the new automobile rates. Nat Underw 34:3 My 22 '30

N. Y. Mutual automobile rating bureau is formed by 17 mutuals. East Underw 31:1+ Ap 18 '30

1930 auto manual. Nat Underw 34:3+ My 15 '30

Ontario legislature gets 1931 auto rates. East Underw 32:45 Mr 13 '31

Relation of flogging to low loss records; automobile theft insurance sold in Delaware at lowest rate. Weekly Underw 124:289 Ja 31 '31

Review of the revised rates for automobile liability insurance and underwriting conditions. A. B. Nickerson. Weekly Underw 124:757 Mr 21 '31

Revised auto rates filed in New York. Ins Field (Fire ed) 59:9+ F 6 '30; Same cond. Spectator 124:41 F 13 '30

Statistics obviate rate rise in Massachusetts. F. L. Armstrong. Spectator 127:41+ S 24 '31

Survey of merit rating plan. H. P. Stellwagen. Spectator 124:44 Ja 9 '30

Underwriter criticizes motor car rating plan. F. C. Feige. Weekly Underw 125:322 Ag 15 '31

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Fleet rates

Chicago auto fleet writing runs wild. T. R. Weddell. Ins Field (Fire ed) 59:9+ O 2 '30

Condemn abuse of fleet plan. Nat Underw 34:5 Mr 27 '30

Condemns fleet rate abuses. R. I. Catlin. East Underw 31:24 Ja 31 '30

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Department rulings on automobile fleets. Weekly Underw 123:13, 71, 120-1+, 176+, 228, 289, 339+, 515 Jl 5-Ag 16, S 6 '30

Explains extent companies go to create preferred automobile groups. P. H. Goodwin. East Underw Extra ed 31:21 O 11 '30

Fictitious groups attacked. W. H. Bennett. East Underw 31:31+ O 3 '30

Fleet cover for telephone employes held to be legal in Alabama. Nat Underw 35:43 O 29 '31

Fleet coverage abuses unfair to all concerned. C. S. Younger. Nat Underw 34:40 Ag 14 '30

Fleet coverage as seen by Ohio. C. S. Younger. East Underw 31:13-14 pt 2 My 9 '30

Fleet rate enigma invades Blue Grass state. Spectator 125:28 Jl 31; 17 Ag 21 '30

Georgia ready to back agents in fleet war. Ins Field (Fire ed) 60:7+ Je 18 '31

Greer bars automobile rate cutting in Alabama. Nat Underw 35:29+ Je 11 '31

How insurance commissioners have ruled on auto fleets. Spectator 126:36 Je 18 '31

How state departments have ruled in the matter of automobile insurance fleets. East Underw 31:14 pt 2 My 9 '30

How to handle your fleet business. W. Wrightem. il Spectator 124:13 sec 2 My 29 '30

Illinois starts war on fake car fleets. Ins Field (Fire ed) 59:35-6 Ag 7 '30

Private cars written at fleet rates prohibited in Maryland. Spectator 124:37 Ap 17 '30

Special auto fleet plan held illegal in Alabama. Ins Field (Fire ed) 60:9+ My 28 '31

Suggests cure for fake fleet evil. L. J. Kempf. Nat Underw 35:31+ N 5 '31; Abstract. Weekly Underw 125:987 N 7 '31

Reinsurance

Growth of excess motor liability. H. Flagg. Nat Underw 34:6 pt 2 D 25 '30

Risks

Automobile underwriter who gets all the facts before passing on risk seldom makes mistakes. O. Conrad. Weekly Underw 122:1074-5+ Ap 26 '30; Same. Spectator 124:30-1 My 1 '30

Profit in auto lines rests with agents. Ins Field (Fire ed) 60:36 F 26 '31

Canada

Auto legislation during 1929. East Underw 31:32+ Ag 29 '30

Discounts grow with cover in Canada. H. M. Jackson. East Underw 31:9-10 pt 2 My 9 '30

Great Britain

Arrange protection for American insureds while driving in Britain. East Underw 32:1 Mr 6 '31

Britain accepting compulsory statute. Ins Field (Fire ed) 59:43-4 N 6 '30

British traffic bill complicates auto insurance. East Underw 31:38 Ag 1 '30

Compliance with road traffic act in England; procedure to be followed by tourist from foreign country. Weekly Underw 124:477 F 21 '31

Compulsory auto cover under fire in Britain. R. J. Smith. East Underw 31:39 Ap 18 '30

Compulsory automobile cover works better than expected in Britain. A. C. Blackall. East Underw 32:35-6 Ag 14 '31

England leans toward compulsory automobile insurance. Spectator 123:35 D 26 '29

England's road traffic act includes compulsory liability insurance law. M. W. Bourdon. Automotive Ind 63:267 Ag 23 '30; Same. Weekly Underw 123:452 Ag 30 '30

Great Britain enacts compulsory law. Spectator 125:35+ S 25 '30

Great Britain makes compulsory automobile insurance for drivers. N. G. Turner. East Underw 32:36 Ja 9 '31

How Britain's compulsory auto law differs from that in Massachusetts. E. C. Stone. East Underw 32:36 Ja 31 '31

Massachusetts

Black eye for state fund; text of Massachusetts Supreme court decision. East Underw 31:48-9+ Ap 25 '30; Excerpt. Spectator 124:3+ Ap 24 '30

Companies get little increase in rates. Weekly Underw 123:451-2 Ag 30 '30; Ins Field (Fire ed) 59:9 S 4 '30; East Underw 31:32 S 5 '30; Spectator 125:35 S 4 '30

Compulsory automobile insurance. W. S. Diggs. Spectator 124:36 My 15 '30

Excessive loss ratio reported in figures on experience under compulsory auto law. Ins Field (Fire ed) 59:35 O 16 '30; Excerpts. Nat Underw 34:44 O 16 '30; Spectator 125:46 O 9 '30

Excitement over as Mass. rates are filed. East Underw 31:38 S 26 '30; Spectator 125:36 S 25 '30; Weekly Underw 123:714 S 27 '30; Ins Field (Fire ed) 59:11+ S 25 '30; Nat Underw 34:35 S 25 '30

Farmers of Massachusetts won't have flat rate or state insurance. Weekly Underw 122:729 Mr 22 '30

Four years under Bay State compulsory act. E. C. Stone. East Underw 32:29+ S 18 '31

Lauds defeat of Goodwin bill; abstracts. F. R. Jones. East Underw 31:41+ Ap 25 '30; Spectator 124:35 My 1 '30

Massachusetts agent speaks his mind on the compulsory situation. H. J. Feitelberg. East Underw 31:34 My 16 '30

Massachusetts compulsory auto law scored. J. W. Downs. Spectator 125:27+ O 23 '30

Massachusetts compulsory cover record. East Underw 32:25 My 22 '31

Massachusetts legislature in special session to consider compulsory law. Spectator 127:47 O 1 '31

Methods used by Insurance federation of Massachusetts to inform public on state fund fallacies. Weekly Underw 122:1425 Je 7 '30

New auto liability rate demerit system proposed. Nat Underw 34:32 D 11 '30

Recommendations of Massachusetts compulsory auto commission; state fund and flat rate opposed. Weekly Underw 122:269 F 1 '30; Ins Field (Fire ed) 59:39-40 Ja 30 '30

Strong arguments against state fund. Weekly Underw 122:862 Ap 5 '30

Urges revisions in compulsory law. J. B. Ely. Ins Field (Fire ed) 60:9 Ja 15 '31

What to do with compulsory cover in Massachusetts. East Underw 32:50-1 My 22 '31

Michigan

Nameless agitator of rate row flayed. G. L. Weadock. Ins Field (Fire ed) 59:16+ Ag 14 '30; Abstract. Spectator 125:23+ Ag 14 '30

Reciprocal deal revives dispute. Nat Underw 34:4+ S 4 '30

New York (state)

Defends Wheatley bill on surplus requirements for automobile mutuals. A. Conway. Nat Underw 34:37-8 Ap 10 '30

Ohio

Fleet coverage as seen by Ohio. C. S. Younger. East Underw 31:13-14 pt 2 My 9 '30

Ontario

Canadian automobile underwriters association takes exception to auto report. Nat Underw 35:29+ Ja 8 '31; Ins Field (Fire ed) 60:31-2 Ja 8 '31; East Underw 32:40-1 Ja 16 '31

Financial responsibility laws advocated. F. R. Jones. Spectator 124:3+ My 1 '30

New Ontario auto law effective Sept. 1. East Underw 31:41-2 Je 27 '30

Offers conclusions of Ontario's probe; abstracts. F. E. Hodgins. Ins Field (Fire ed) 59:39-40+ Mr 13 '30; East Underw 31:43 Mr 14 '30; Nat Underw 34:36 Mr 13 '30; Weekly Underw 122:659 Mr 15 '30

Ontario adopts auto responsibility plan. Ins Field (Fire ed) 59:43-4 Ap 10 '30; Excerpt. Spectator 124:33 Ap 10 '30

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Responsibility law advocates outnumber compulsion proponents at Ontario hearing. H. M. Jackson. Ins Field (Fire ed) 59:8+ Ja 2 '30

Texas

Casualty and surety supervision and regulation in Texas. W. S. Pope. Ins Field Daily ed 59:20+ O 10 '30

Virginia

Virginia rules on vehicles for hire. Weekly Underw 124:130 Ja 10 '31

Workmen's compensation and automobile liability insurance in Virginia. C. N. Hulvey and W. H. Wandel. 203p $2.25 Century co. for the Institute for research in the social sciences, Univ. of Virginia '31

INSURANCE, Automobile garage

Intent of coverage provided by standard automobile garage policy—provisions and exclusions. Weekly Underw 123:258 Ag 2 '30

Interesting angles regarding insurance requirements of automobile dealers and garages. Weekly Underw 123:1134+ N 15 '30

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Insurance, Burglary
Insurance, Earthquake
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Insurance, Hail
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Sound practice—an essential in our business and in our public relations. F. D. Layton. Weekly Underw 122:920-1 Ap 12 '30

State fund school bill not dead in Pennsylvania. East Underw 31:26 O 24 '30

Stock plan basis of progress. F. S. Dickson. Ins Field (Fire ed) 59:13+ Ja 23 '30

Thumb nail sketch of some of the allied fire lines. C. T. Hubbard. il Spectator 126:26-7 My 28 '31

Tobacco industry and insurance. J. W. Brice. il East Underw 31:17 Ag 1 '30

Unprofitable lines committee urged. G. V. Lawry. Weekly Underw 124:593 Mr 7 '31

Unusual underwriting problems are constantly on the increase. T. D. Olmsted. East Underw 32:25+ F 27 '31

What to do when loss occurs. P. D. Betterley. il System 60:28+ Jl '31

Where fire insurance leaves off. C. T. Hubbard. 255p Crofts & co., New York '30; Excerpts. Weekly Underw 122:470-1 F 22 '30

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Why insure building foundations? P. D. Betterley. diag System 58:490 D '30

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Insurance, Bridge
Insurance, Cotton
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Adjustment of claims

Abraham Kaplan and S. A. Berger, counsel for New York board. East Underw 31:34+ D 12 '30
Adjusters take exception to two forms of I.U.B. Nat Underw 34:6 O 30 '30
Adjusting losses of people born abroad. H. J. Werder. East Underw 32:19-20 Ag 7 '31
Adjusting program supported by agents. Ins Field (Fire ed) 59:10 N 13 '30
Appraisal clause not legal for defense use. Weekly Underw 123:393 Ag 23 '30
Cancellation without notice is sustained. East Underw 31:22 My 16 '30
Change in location of insured property; Wisconsin court decision. Weekly Underw 122:723 Mr 22 '30
Clarifies problem of adjustment when risk is insured specifically as well as in I.U.B. J. B. Sirich. Nat Underw 35:29 N 5 '31
Committee on adjustments, National board of fire underwriters; report. Ins Field (Nat Bd no) 60:13 My 29 '31
Competitive underwriting, loose settlements scored. W. P. Robertson. Nat Underw 35:3 Ja 29 '31
Court at third hearing reverses itself on soot; smudge from oil burner covered by fire policy. Nat Underw 34:18 Mr 6 '30
Court holds assured may examine adjuster in advance of trial. East Underw 31:21+ Ja 3 '30
Court rules on status of public adjusters. East Underw 32:31 F 6 '31
Court ruling on oral contract with agent; Kentucky court decides in favor of insurance company. East Underw 32:20 Je 12 '31
Determining proper valuation for dwelling house loss adjustments. W. F. C. Fellers. East Underw 31:30 Je 6 '30
Explanation of contract is function of adjuster. F. L. Erion. Nat Underw 34:13 Je 12 '30
Fire insurers lose case against Germany for Black Tom war loss. East Underw 31:20+ N 21 '30
Germany absolved of blame for two sabotage incidents—Mixed claims commission decides country was not responsible for Black Tom and Kingsland fires. Comm & Fin Chr 131:3292-3 N 22 '30
Hazard of the antique. A. Thompson. il Weekly Underw 122:543-6 Mr 1 '30
Kantor loss decision regarded as important. East Underw 31:23 Ap 18 '30
Lee, Higginson & co. mail companies $7,000 as fire loss refund. East Underw 32:1+ Ja 30 '31
Letters from a loss department about coinsurance, depreciation of stocks, loss apportionment and notice of cancelation. V. Hall. East Underw 31:13 pt 2 D 5 '30
Loss payable clause before Supreme court. East Underw 32:32 N 6 '31
Loss reform going ahead constantly; fire companies' adjustment bureau. Nat Underw 35:3+ S 3 '31
Lower court reversed in Kentucky case; insured must comply with the policy contract in order to collect insurance. Spectator 125:21 O 16 '30
Moral hazard claims are 4½% of total; report of the New York board of fire underwriters. East Underw 31:22+ Ap 11 '30
Mutual federation favors independent adjustments. Nat Underw 34:4 O 30 '30
New England adjusters face problems. Spectator 125:27 N 20 '30
New York court rules on definition of hostile fire before an explosion. East Underw 31:21 Ja 10 '30
N. Y. court upholds mortgagee's rights. East Underw 32:23 Ap 3 '31
New York department report suggests that companies rely upon certain evidence rather than use of forfeiture clause. Weekly Underw 124:286 Ja 31 '31
Non-waiver clause upheld by court. Spectator 124:31 Mr 13 '30
Norfolk losses now placed at $1,000,000; S.E.U.A. report. East Underw 32:20 Jl 3 '31
Opinion expressed on cigarette burn claims. Weekly Underw 122:1603-4 Je 28 '30
Opinion on time that policy was effective. Weekly Underw 125:215 Ag 1 '31
Origin of Black Tom loss. A. E. Clough. East Underw 31:28 N 28 '30
Overvaluation of part voids entire policy; New Hampshire decision. East Underw 32:29 Ja 2 '31
Procedure in settling losses with estates and others than assured. Ins Field (Fire ed) 59:10 O 9 '30
Question over arbitration clause in Minnesota argued before U. S. Supreme court. Nat Underw 35:17 O 22 '31
Regulations for adjusters in Michigan. C. D. Livingston. Nat Underw 34:17 F 6 '30
Sees ray of hope in adjustment problem. G. W. Lilly. Nat Underw 34:5 Je 12 '30
Sound underwriting will avoid troublesome adjustments. P. B. Reed. East Underw 31:28+ Ap 4 '30
Strict construction of sixty day clause; company wins federal suit. East Underw 32:29 O 23 '31
Supreme court holds to one year clause; fire companies successfully contest decision based on Texas law. Spectator 124:27 My 8 '30
Talks on adjustment before F.U.A.P. W. E. Mallalieu. Spectator 124:29+ F 13 '30
Underwriters Adjusting to serve stock carriers only. Nat Underw 34:4 N 13 '30
Underwriters' salvage co. and its part in settlement of claims. G. F. Stratton. East Underw 31:26+ F 7 '30
United States files a petition for rehearing in Black Tom disaster. East Underw 32:1+ Ja 16 '31
Urges giving adjusters complete authority in loss settlement; abstracts. C. F. Barnard. Nat Underw 34:5+ F 6 '30; Ins Field (Fire ed) 59:15 F 13 '30
Views on mutual loss ban. F. L. Erion. Nat Underw 35:5+ N 5 '31
Vital adjusting problems are discussed in Chicago. Nat Underw 34:5 D 18 '30
Vital work of New York board loss committee. W. A. Riordan. East Underw 31:32 N 7 '30
Watchman warranty strictly construed. East Underw 32:62 My 22 '31
Western adjustment bans service to mutuals Jan 1. Nat Underw 34:3+ N 6 '30; Ins Field (Fire ed) 59:9-10 N 6 '30
What should agents do about loss adjustments? W. M. Goodwin. Spectator 124:31+ F 6 '30
Would limit minor cigarette claims by a franchise clause. East Underw 32:16 S 4 '31

Advertising

Ad drive extended to 2,000 weeklies. Ins Field (Fire ed) 60:9 Ag 6 '31
Agency publishes a four page advertisement on mutuals in daily press; W. L. Dechert co., Harrisonburg, Va. East Underw 31:1+ D 26 '30
Agents' great opportunities in National board's ad campaign. J. W. Longnecker. East Underw 31:26 Je 6 '30
Effective direct-by-mail campaign for household furniture insurance. East Underw 32:28 Ja 30 '31
Every agency regardless of its size can profit by use of intelligent advertising. M. P. Luthy. Weekly Underw 125:931+ O 31 '31
Holds group ads very effective. F. L. Greeno. East Underw 31:30 My 30 '30; Same. Ins Field (Fire ed) 59:11+ My 22 '30
Nation-wide advertising recommended. F. D. Layton. Ins Field (Nat bd no) 59:8 My 23 '30

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Nat'l board ads will start August 26. East Underw 31:18 Ag 8 '30

National board's advertising building good will; report of committee on public relations. Ins Field (Nat Bd no) 60:19-20 My 29 '31

Radio broadcast to commemorate the twenty-fifth anniversary of the great San Francisco fire, April 18. map Weekly Underw 124:899 Ap 11 '31

Sales advertising may be next step. W. Rogers. Ins Field (Fire ed) 60:12 My 7 '31

What the National board will present in its nation-wide advertising program. Weekly Underw 123:517+ S 6 '30

Whispering chorus—what are you doing to help out the National board news ads? W. M. Goodwin. Spectator 125:30-1 N 13 '30

Agents

Address at the first annual meeting of the Western underwriters association. C. R. Street. Ins Field (Fire ed) 59:9-10+ Ap 10 '30; Excerpts. Weekly Underw 122:917-18 Ap 12 '30; East Underw 31:22+ Ap 11 '30; Abstract. Nat Underw 34:4+ Ap 10 '30

Age of specialization here; agents must fall in line. L. E. Thieman. Ins Field (Fire ed) 59:10+ Ja 16 '30

Agency contracts live issue with W.U.A. R. W. Sheehan. Spectator 126:27 Ap 30 '31

Agency sales gatherings being held more widely, survey shows. Nat Underw 34:4+ D 11 '30

Agency with its own building; Leedom, Miller & Noyes, Milwaukee. East Underw 31:52+ pt 2 D 5 '30

Agents' opinions on increasing business; suggestions on soliciting dwelling lines. Weekly Underw 122:651+ Mr 15 '30

Answers Nebraska protest; denies separation charge against W.U.A. C. R. Street. Nat Underw 34:3+ Mr 27 '30; Excerpts. Ins Field (Fire ed) 59:11+ Mr 27 '30

Appraisals; modern agents are offering this service. W. M. Goodwin. Spectator 124:33+ Ap 3 '30

Assign fire field men to aid in casualty end. Nat Underw 35:5 Ja 29 '31

Big opportunity for creative selling in the various lines of fire insurance. Nat Underw 34:26 Ja 2 '30

Blue Goose tables move to admit casualty men. Nat Underw 35:5+ S 17 '31

Business building. R. E. Richman. Nat Underw 34:5+ N 27 '30

Calls W.U.A. to muster strength for better harmony. C. R. Street. Ins Field (Fire ed) 59:9-10+ S 18 '30; Excerpts. East Underw 31:18+ S 19 '30; Nat Underw 34:3+ S 18 '30

Claim expirations in injunction suit at St Joseph. Nat Underw 35:3+ O 8 '31

Cleveland board acts to aid local agents; bars non-policy producers. East Underw 32:24+ F 6 '31; Nat Underw 35:4 F 5 '31

Companies, agents launch plan for joint conference. Ins Field (Fire ed) 60:13-14 Ap 23 '31; Nat Underw 35:5+ Ap 23 '31; Spectator 126:27+ Ap 23 '31

Companies given prior creditors' rights to expirations of bankrupt Georgia agency. Ins Field (Fire ed) 60:8+ S 10; 6 S 17 '31

Concrete examples of how local fire agent can offset decrease in income; use and occupancy insurance. C. D. Minor. Weekly Underw 124:1519; 125:17 Je 27-Jl 4 '31

Convention handled by mail; Fidelity and guaranty fire corporation of Baltimore. R. C. Sheridan. il Ptr Ink Mo 23:26-9 N '31

Data on public's desires. R. C. Dreher. Ins Field (Fire ed) 59:12 O 2 '30; Same. East Underw 31:22 O 3 '30; Same. Spectator 125:34-5 O 16 '30; Same cond. Nat Underw 34:14+ O 2 '30

Defaulting agent loses expirations. Ins Field (Fire ed) 60:17 Ap 23 '31

Demanding clear agency record; insist that automobile companies be eliminated. Nat Underw 34:5+ Mr 20 '30

Discusses need of separation; abstracts. J. F. Stafford. Ins Field (Fire ed) 59:10-11+ Ap 24 '30; Nat Underw 34:5+ Ap 24 '30

D. of C. code is poor model for qualification legislation. C. B. Smith. Nat Underw 34:5+ My 15 '30

Elimination of an economic waste; abstracts. H. P. Dunham. Spectator 124:27+ My 8 '30; East Underw 31:18+ My 9 '30

Engineering helps for agents. R. P. McGuire. East Underw 31:31 F 14 '30

Examiner's contact with local agents. C. B. Smith. Weekly Underw 123:1383+ D 20 '30

Fire company executive gives reason for retaining non-policy-writer. Nat Underw 34:5 O 2 '30

Fire departments and the agent. E. W Gallaher. Ins Field (Fire ed) 59:44 F 13 '30

Fire insurance agent—1930 model. Spectator 124:29 Ja 23 '30

Fire insurance grips interest of the young underwriter. O. E. Coakley. Nat Underw 35:4 Ja 1 '31

Fire insurance problems of the agent; abstracts. J. F. Stafford. Nat Underw 34:3+ Ag 21 '30; Weekly Underw 123:391-2+ Ag 23 '30

Fire prevention pays the agent. W. H. Rodda. Spectator 127:6+ Jl 16 '31

Former field man outlines success rules in letter to a fledgling special agent. Ins Field (Fire ed) 59:10 Mr 27 '30

Get together meetings still held valuable. Weekly Underw 122:1225+ My 17 '30

Helping the sale by treating fire insurance as a definite, tangible commodity. W. Quaid. Weekly Underw 122:1047 Ap 26 '30; Same. East Underw 31:21 Ap 25 '30

How far can a local agent afford to cooperate with other agents? Weekly Underw 123:1225-6 N 29 '30

Illustrations of material used in Fidelity and guaranty fire's convention by mail. il Weekly Underw 123:1129 N 15 '30

In the long run it's quality of business that proves efficiency of any local agency. C. L. Stockdell. Weekly Underw 122:1635 Je 28 '30

Increasing premium income. F. Richardt. Ins Field (Fire ed) 59:10+ F 27 '30

Increasing your fire premiums. Spectator 123:3+ N 28; 29+ D 12; 29-30 D 26 '29; 124:35+ Ja 9; 3+ F 6 '30

Local agent and fire prevention. W. M. Goodwin. il Spectator 125:26-7 Ag 7 '30

Meeting mutual competition. W. M. Goodwin. Spectator 126:8+ Ap 2 '31

Michigan agents deplore fire and casualty situation. R. R. Wolfe. Spectator 124:26 Ap 10 '30

Mid-West conference organized. Ins Field (Fire ed) 59:13+ F 27 '30

Mind your own business—don't worry about competitors. J. F. Stafford. Ins Field (Fire ed) 59:8 O 23 '30

National association of insurance agents favor qualification law. Spectator 124:28 Mr 13 '30

Need of an agency qualification law widely recognized. R. R. Wolfe. Spectator 124:3+ Mr 6; 29 Mr 20 '30

Non-policy writing agents; abstracts. P. H. Goodwin. Ins Field (Fire ed) 59:9+ My 22 '30; Spectator 124:35 My 22 '30; East Underw 31:21-2 My 23 '30

Number of companies agent should carry. Weekly Underw 123:72-3 Jl 12 '30

Protest is made to casualty men being admitted to Blue Goose. Nat Underw 35:5+ Ag 13 '31

Qualified agents a vital need. W. Thornton. Spectator 124:31 Mr 27 '30

Real salesmanship only remedy for many of the local agent's present troubles. W. H. Neuberger. Weekly Underw 124:603+ Mr 7 '31

Reasons for opposition of the National board of fire underwriters to qualifications laws. Weekly Underw 122:1103 My 3 '30

Renewal problem. J. A. Gilberson. East Underw 31:24 D 26 '30

Selling of side lines is stressed at fire insurance sales congress, Lexington, Ky. Nat Underw 34:5+ O 9 '30

Showing different ways of arousing women's interest in fire insurance. H. E. Taylor; R. C. Dreher. Ins Field (Fire ed) 59:12 O 16 '30

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Sold—by a Mexican jumping bean; some adventures in salesmanship. W. M. Goodwin. Spectator 124:28-9 My 15 '30

State association head enthusiastic. A. S. Galland. Spectator 124:21 Ap 3 '30

Technique of explaining policy coverage. M. Wright. Spectator 125:31-3 O 16 '30

Upholds American agency system's value. J. F. Crafts. East Underw 32:23 Mr 27 '31

Value of general agency. H. C. Stebbins. Ins Field (Fire ed) 59:14 Ap 17 '30

Views on current problems as discussed by company fieldmen. East Underw 31:17 O 17 '30

Visions agents' end. H. E. Boldt. Weekly Underw 123:1119 N 15 '30

Vital need of the fire and casualty business—agency qualification law. T. J. V. Cullen. Spectator 124:5-6 F 27 '30

Westchester agents ask assistance in test case to stop finance companies dictating placing of fire insurance. East Underw 31:23 My 2 '30

What should agents do about loss adjustments? W. M. Goodwin. Spectator 124:31+ F 6 '30

What the F.I.A. does for the local agent. H. P. Smith. East Underw 32:30 Mr 27 '31

When to take up agency is a big problem today. Nat Underw 35:3 F 12 '31

Where agents are foolish in giving credit and handling collections explained. D. S. Benjamin. Weekly Underw 122:405-6 F 15 '30

Women can be sold fire insurance because they know value of household possessions. Weekly Underw 122:1427 Je 7 '30

Commissions

Acquisition cost report of commissioners offers several recommendations. East Underw 31:1+ S 12 '30; Nat Underw 34:3+ S 11 '30; Ins Field (Fire ed) 59:9-10 S 11 '30

Agents' commissions decreasing; abstracts. C. B. Smith. East Underw 31:39 Mr 7 '30; Nat Underw 34:3 Mr 6 '30

American of Newark warns agents on high commissions. East Underw 31:22 S 12 '30

Answers traitor charge; says old bureau believed in separation which new bureau denounces. C. N. Gorham. Nat Underw 34:3+ My 15 '30

Are today's commissions commensurate with agency costs? varied views expressed. Ins Field (Fire ed) 59:8+ F 6 '30

Asks agents to help in co-operating to regulate commissions; abstracts. G. C. Long. East Underw 31:30 Mr 7 '30; Nat Underw 34:3 Mr 6 '30; Weekly Underw 122:654 Mr 15 '30

Believes costs fairly regulated now; acquisition cost statement. C. R. Street. East Underw 31:24+ Je 20 '30; Same cond. Spectator 124:28 Je 19 '30

Brokers' article issues veiled warning that insurance racketeering is on way. Ins Field (Fire ed) 59:9 Mr 6 '30

Bureau upholds new commission scales. East Underw 31:20+ F 28 '30

Business hijacking is linked to chaos. C. B. Smith. Ins Field (Fire ed) 60:14-15 Je 4 '31

Calls for separation. W. D. Williams. Nat Underw 34:3+ Je 26 '30

Commission decision awaited in Texas. Spectator 125:24 N 13 '30

Commission situation is acute in Texas. Spectator 125:19 Ag 21 '30

Commission yield rather than rate best test of fairness. East Underw 31:24 S 5 '30

Contingent commissions as remedy for prevention work backsliders. A. P. Fuquay. Ins Field (Fire ed) 59:10 S 25 '30

Decry effort to reduce or cut commissions. Nat Underw 34:8 Mr 13 '30

Denies state power to interfere with private enterprise. N. Bassett. Ins Field (Fire ed) 59:24-5+ Je 19 '30; Excerpts. Spectator 124:32+ Je 19 '30; East Underw 31:21 Je 20 '30; Weekly Underw 122:1489-90 Je 14 '30; Nat Underw 34:5+ Je 19 '30

Developments in the warfare of Nebraska agents and Nebraska's Attorney general against the Western underwriters association and the Western insurance bureau. Nat Underw 34:3+ Ap 10; 3+ Ap 24 '30

Discusses major factors that enter into adequate remuneration for agents. K. H. Bair. Ins Field (Fire ed) 59:27-8 Je 19 '30; Excerpts. East Underw 31:26+ Je 20 '30

Does not believe there should be any arbitrary line between agents' and brokers' compensation; abstracts. F. R. DuBois. East Underw 31:25-6 Je 20 '30; Ins Field (Fire ed) 59:34-5 Je 19 '30

E.U.A. endorses the present commissions. E. Milligan. East Underw 31:24 Je 20 '30

E.U.A.'s reply to Pennsylvania agents agrees in principle, denies most proposals. Ins Field (Fire ed) 60:8 Ap 9 '31

Enforce Detroit commission rule. Nat Underw 34:5+ Je 5 '30

Executives ponder question of 20 percent flat scale. Nat Underw 34:3 Ja 23 '30

Expounds agency system. R. W. Mayo. Ins Field (Fire ed) 60:10 Ja 29 '31

Federal supreme court holds N. J. commission statute constitutional. East Underw 32:1+ Ja 9 '31; Abstracts. Spectator 126:17 Ja 8 '31; Weekly Underw 124:124-5 Ja 10 '31; Ins Field (Fire ed) 60:7-8 Ja 8 '31; Nat Underw 35:3+ Ja 8 '31

General agent's fees are regarded taxable. Weekly Underw 124:726 Mr 21 '31

How companies react to Pennsylvania agents' plan. East Underw 32:24+ Mr 20 '31

Insurance problems clearly seen. H. A. Smith. Ins Field (Fire ed) 59:8+ Je 26 '30

I. U. B. clarifies its commission rules. J. R. Dumont. East Underw 31:20 D 5 '30

Kansas crisis believed over; impounded premium issue. Nat Underw 34:3+ D 11 '30; Spectator 125:31 D 18 '30

Limitations statute cost agents contingent commission suit award; Parr & Parr vs. Insurance co. of North America. East Underw 31:26 O 31 '30

May set top for New Jersey commissions. Weekly Underw 124:593+ Mr 7 '31

New deal for the fire insurance agent. W. M. Goodwin. Spectator 124:30-1 Je 12 '30

New Jersey agents oppose idea to limit commissions to 20%. East Underw 32:21+ Mr 6 '31

New Jersey commission case before Supreme court. East Underw 31:21 N 7 '30; Ins Field (Fire ed) 59:9+ N 6 '30

New Jersey ruling of U. S. Court stirs national interest. Ins Field (Fire ed) 60:7-8 Ja 15 '31

Order on commissions gets court test Oct. 29; Commercial Standard suing to ascertain if commissioners can limit commissions to twenty per cent. Weekly Underw 123:867 O 11 '30; Same. Ins Field (Fire ed) 59:11 O 9 '30

Pennsylvania agents' ass'n asks uniform commissions. East Underw 32:1+ Mr 20 '31; Ins Field (Fire ed) 60:7+ Mr 19 '31; Nat Underw 35:5+ Mr 19 '31; Weekly Underw 124:727 Mr 21 '31

Plan fire carriers bureau to control cost of acquisition. Ins Field (Fire ed) 59:9+ Ap 17 '30

Present commissions to local agents are defended; abstracts. W. H. Bennett. East Underw 31:18+ Je 13 '30; Ins Field (Fire ed) 59:9+ Je 12 '30; Spectator 124:17+ Je 12 '30; Nat Underw 34:5+ Je 12 '30

Presents Kansas commission brief in strong address at W.U.A. meeting. C. K. Foote. Ins Field (Fire ed) 59:10-11 My 1 '30; Abstract. Nat Underw 34:5+ My 1 '30

Seek for way out of Kansas impasse. Ins Field (Fire ed) 59:11-12 D 18 '30

Set dates for cost hearings. Nat Underw 34:3+ Ap 17 '30

Summary of testimony delivered at Texas commission order trial. P. K. Johnson. East Underw 31:34 Mr 7 '30

Supreme court hears N. J. commission case. East Underw 31:20 My 9 '30

Texas court holds commissioner had right to promulgate ruling fixing agents' commissions. Spectator 124:20 Mr 6 '30

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Texas court opinion on commission rates. East Underw 31:24 D 19 '30; Ins Field (Fire ed) 59:9-10 D 18 '30; Nat Underw 34:3+ D 18 '30; Spectator 125:31+ D 18 '30; Weekly Underw 123:1381-2 D 20 '30

Two notable commission cases before high courts. Nat Underw 34:3 N 6 '30

U. S. Supreme court to review N. J. law. Spectator 124:21 My 29 '30

Urges contingent payments; finds agents returns lower. C. B. Smith. East Underw 31:25 Je 20 '30; Same. Ins Field (Fire ed) 59:26 Je 19 '30

Western insurance bureau announces commission scale. Ins Field (Fire ed) 59:11+ Ja 23 '30; Excerpt. Nat Underw 34:5+ Ja 16 '30

Western insurance bureau is now Nebraska target. Nat Underw 34:3+ Ap 3 '30

W.I.B. to make Kansas decision. L. Cartwright. Nat Underw 35:3+ Je 18 '31

Western underwriters association scale; final perfected schedule. Nat Underw 34:5 Mr 13 '30

Will push acquisition cost probe. Spectator 124:29+ Ja 30 '30; Nat Underw 34:3 Ja 30 '30

Wrangles over commissions twenty years ago sound much like present acquisition cost tempest. Weekly Underw 122:1612 Je 28 '30

Automatic builder's risk

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Blanket residence policies

Comprehensive policy. C. G. Hale. Spectator 125:28-9+ D 11 '30

Low-priced comprehensive policy against practically every major hazard. W. Quaid. East Underw 31:37 Jl 18 '30

New rider popularizes wind coverage. il Nat Underw 35:sup12 Ap 16 '31

Ohio agents seeking marketable contract. Weekly Underw 123:1330+ D 13 '30

Sell 4 covers for 12 cents; supplemental contract in Allegheny county (Pa.) proposed for entire country. Nat Underw 34:5 O 23 '30

Six point contact in fire policies. Spectator 127:34 S 24 '31

Six-point rider is nearly ready in four more states. Nat Underw 35:6 My 28 '31

Suggested use for supplemental form. L. A. Watson. Weekly Underw 124:292 Ja 31 '31

Supplemental form approved in West. Ins Field (Fire ed) 60:11 F 19 '31

Values of six-point coverage explained. Ins Field (Fire ed) 60:9-10 Jl 23 '31

West may get 4-cover rider. Nat Underw 34:4 O 30 '30

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Builders' risk policies

Automatic coverage; automatic reporting builder's risk form. C. T. Hubbard. il Credit & Fin Management 33:30-1+ Ap '31

Builders' risk policies. East Underw 32:67 My 22 '31

Classification of risks

Classification of hazards. H. L. Keyes. Spectator 125:29+ Jl 10 '30

Hotel body asks separate class for fire rating. Ins Field (Fire ed) 59:7 O 16 '30

Loss experience now unreliable. Nat Underw 34:6 Ag 21 '30

New classification given hotel risks. Ins Field (Fire ed) 60:9 Ag 6 '31

New fire retardant classification adopted for building materials. East Underw 31:29+ Ag 1 '30; Excerpt. Spectator 125:20 Ag 7 '30

Standard schedule for grading cities and towns of the United States with reference to their fire defenses and physical conditions; adopted, December 14, 1916. Ed of 1930 79p National board of fire underwriters, New York '30

Coinsurance

Coinsurance plan versus percentage. J. K. Woolley. Weekly Underw 122:461 F 22 '30

Coinsurance plays big part in rates. W. S. Comstock. East Underw 32:32 Jl 17 '31

Common fallacies in respect to the coinsurance clause. V. Hall. Spectator 124:30 F 6 '30

Do you know enough about the reduced rate clause? Credit & Fin Management 33:37 F '31

Figuring coinsurance; dial device used. Weekly Underw 123:925 O 18 '30

More about co-insurance. Credit Mo 32:36+ Jl '30

Coverage

Agents to share on Sears, Roebuck line. East Underw 31:22 N 28 '30; Same. Nat Underw 34:3 N 27 '30; Same. Spectator 125:29 D 4 '30; Same. Weekly Underw 123:1213 N 29 '30

Automatic coverage. C. T. Hubbard. il Credit & Fin Management 33:30-1+ Ap '31

Common needs; fire insurance covers which meet the demands of modern business. R. W. Sheehan. Spectator 127:6 Ag 20 '31

Complete insurance for city's schools. A. B. Good. Spectator 126:31 Ja 22 '31

Exchange definition of fire insurance. East Underw 32:28 Mr 27 '31; Spectator 126:29+ Mr 26 '31; Weekly Underw 124:781-2 Mr 28 '31; Ins Field (Fire ed) 60:10 Ap 16 '31

Fire insurance companies seek to sell all property damage. Nat Underw 35:3+ My 7 '31

Heavy insurance on mortgaged realty censured. M. S. Goodman. East Underw 32:27 Ag 7 '31

Insurance innovations of importance to cold storage warehousemen. C. T. Hubbard. Refrig W 66:34-6 Jl '31

New excess cover form suggested. J. T. Robertson. Spectator 126:29 Ja 22 '31; Same. Nat Underw 35:5+ F 12 '31

New York fire insurance exchange appoints an I.U.B. committee. East Underw 31:28 S 12 '30

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Demolition and replacement policies

Full cover form. Weekly Underw 122:905 Ap 5 '30

Rebuilding after the fire. C. T. Hubbard. il Credit Mo 32:24 My '30

Errors and omissions policies

Errors and omissions form in New Jersey. Spectator 125:17+ Ag 21 '30

Errors and omissions new forms and rates issued by the New York fire insurance rating organization. Weekly Underw 123:392 Ag 23 '30

Insurance against errors and omissions made in fire policies written for banks. C. T. Hubbard. Weekly Underw 122:1302-3 My 24 '30

Farm policies

Actual value of farm property should be ascertained. Nat Underw 34:6 Mr 6 '30

Bitter farm experience of 1930 shared by mutuals. Nat Underw 35:3+ Ap 2 '31

Dismal picture of farmers' prospects. Weekly Underw 124:898 Ap 11 '31

Eastern farms are poor risks. Nat Underw 34:5+ D 25 '30

Farm cover is up for review. Nat Underw 34:6+ Ja 16 '30

Farm inspection report. Weekly Underw 122:636 Mr 8 '30

Farm insurance. F. C. Snapp. il Spectator 125:26-7 S 4 '30; Same cond. East Underw 31:26 Ag 8 '30; Excerpts. Nat Underw 34:4 Je 12 '30

Farm insurance problems; abstracts. I. D. Goss. Ins Field (Fire ed) 60:9 S 10 '31; Nat Underw 35:3+ S 10 '31

Farm rates should fit each county. S. T. Morrison. Nat Underw 35:31 Jl 2 '31

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Inspection reports on farms approved. F. J. Marshall. East Underw 32:27 My 29 '31

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Year has been a hard one. G. A. Watson. Nat Underw 34:3+ D 25 '30

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Few loss crooks can beat game, say Pitcher & Tate, adjusters. East Underw 32:21-2 F 6 '31

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N. Y. loss committee has saved insurers $1,236,420 in thirteen arson cases. East Underw 31:1+ Ag 8 '30

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New York state agents able to place farm business by use of new inspection report. F. J. Marshall. Weekly Underw 122:1361+ My 31 '30; Same cond. East Underw 31:29+ My 30 '30

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Excessive losses fail to materialize. East Underw 31:32 F 21 '30

Farm cover is up for review. Nat Underw 34: 6+ Ja 16 '30

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Agents not completely satisfied with I.U.B. P. H. Goodwin. Weekly Underw 124:45 Ja 3 '31

Agreement reached respecting multiple location lines located wholly in New York exchange territory. Weekly Underw 123:7 Jl 5 '30

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Conway permits I.U.B. policies in New York. East Underw 31:24 Mr 28 '30

Defends I.U.B. before agents. J. R. Dumont. Weekly Underw 122:1169-70+ My 10 '30; Same cond. East Underw 31:19+ My 9 '30

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Holds I. U. B. plan legal in New York city. A. Conway. East Underw 31:18+ Jl 4 '30; Excerpts. Ins Field (Fire ed) 59:9+ Jl 3 '30; Spectator 125:35 Jl 3 '30

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With demands for wholesale risks a part of business now, I.U.B. aims to stabilize underwriting. East Underw 31:23 Ap 11 '30

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Clauses the financial executive should know about. C. T. Hubbard. Credit Mo 32:14-15+ Ja '30

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N. Y. policy reformation. S. W. Macpeak. East Underw 31:24+ Jl 18 '30

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Pacific coast hews path to uniformity. Ins Field (Fire ed) 60:9-10 Mr 5 '31

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See also

Insurance, Deferred payment
Insurance, Fire—Blanket residence policies
Insurance, Fire—Builders' risk policies
Insurance, Fire—Demolition and replacement policies
Insurance, Fire—Errors and omissions policies
Insurance, Fire—Farm policies
Insurance, Fire—Improvement and betterment policies
Insurance, Fire—Multiple location policies
Insurance, Fire—Railroad policies

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$20,000,000 fire line in world's largest skyscraper—the Empire State. il East Underw 31:9+ pt 2 D 5 '30

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Budget plan for paying premiums. H. C. Anderton. Weekly Underw 122:226+ Ja 25 '30

Burlington board's collection rules. J. E. Traill. Weekly Underw 122:1100+ My 3 '30

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Especial attention is given to collection of balances. Nat Underw 34:3 N 20 '30

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Plan for budgeting fire insurance premiums so that cost is apportioned evenly. W. W. Ely. Weekly Underw 122:343 F 8 '30; Same. East Underw 31:31 Ja 24 '30

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Where agents are foolish in giving credit and handling collections explained. D. S. Benjamin. Weekly Underw 122:405-6 F 15 '30

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Standard railroad insurance form; insuring merchandise in transit. Weekly Underw 122:772-3 Mr 22 '30

Standard railroad insurance schedule. Weekly Underw 122:836 Mr 29 '30

Rates and tables

Agency session hits rates information as giving aid and comfort to enemies. Ins Field (Fire ed) 59:12+ Mr 27 '30

Agree to continue Missouri rate fight. East Underw 31:31 Je 20; 33 Je 27; 1 Jl 18 '30

Agreement reached on fire rates for Oklahoma City. Nat Underw 34:4 O 2 '30

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Boston's fire rates not excessive, but losses are, Mayor's committee finds. East Underw 31:29 Ja 10 '30

Changes considered in Texas schedule. Spectator 125:29+ O 9 '30; Weekly Underw 123:862+ O 11 '30

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Companies lose in Supreme court on Missouri rate case. East Underw 31:22+ Ap 18 '30; Ins Field (Fire ed) 59:9-10 Ap 17 '30; Spectator 124:21+ Ap 17 '30; Nat Underw 34:3+ Ap 17 '30

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Court washes hands of Missouri refunds. Spectator 125:33 D 18; 21 D 25 '30

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Favors closer fire rate supervision. R. Yenter. East Underw 31:24 Ag 29 '30

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Hazardous occupancies increase cost of fire insurance. C. W. Pierce. Spectator 126:33 My 7 '31

Heating systems and insurance. Dom Eng 129:149+ D 14 '29

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Kansas fire rate litigation is ended by compromise. Ins Field (Fire ed) 59:9-10 F 13; 10 Mr 20 '30; Nat Underw 34:3 F 13 '30

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May demand income data in fixing rates; Attorney General rules board has such authority in Oklahoma case. Ins Field (Fire ed) 59:27 S 4 '30

Missouri decision only pyrrhic victory, analysis of Supreme court opinion shows. Ins Field (Fire ed) 59:9 Ap 24 '30

Missouri officials adopt new tactics on refund. Ins Field (Fire ed) 60:7+ Ja 15 '31; Nat Underw 35:3 Ja 15 '31; Spectator 126:29 Ja 15 '31

Missouri rate fight on anew. Spectator 124:27 Je 5; 18 Je 12; 21 Je 26; 125:29 Jl 3; 17 Jl 24 '30

Missouri test suit goes to high court. Nat Underw 34:3+ Ja 23 '30; Ins Field (Fire ed) 59:11-12 Ja 23 '30

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New Washington rate schedule. J. K. Woolley. Ins Field (Fire ed) 59:8 F 13 '30

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Oriental countries also move against violations of fire rates and forms. East Underw 32:1+ Jl 17 '31

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Rate level now on the decline. G. G. Bulkley. Nat Underw 34:10 F 27 '30

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Rating system. C. J. Lund. Ins Field (Fire ed) 60:17 Ja 29 '31

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Restate Missouri refund plan to dispel confusion. Nat Underw 34:6+ My 29 '30

Seeks to curb Missouri power; attack constitutionality of rate statutes. Nat Underw 34:3+ Je 5; 3+ Je 12; 3+ Je 19; 3+ Je 26; 3+ Jl 10; 3+ Jl 17 '30

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Why fire insurance rates in Kentucky are high. I. E. Yelton. Spectator 123:20 N 14 '29

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Reinsurer must ban worry, spectres. T. B. Donaldson. Nat Underw 34:4+ pt 2 D 25 '30

Seeks to enlarge state fire fund in North Dakota. East Underw 32:22 Ja 16 '31

Sliding scale of commissions used. H. E. Feer. Nat Underw 34:3 pt 2 D 25 '30

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Accomplishments of last year in fire protection and prevention engineering. Weekly Underw 124:53+ Ja 3 '31

Allied withdrawal from hot spots is advocated. Nat Underw 35:3 Jl 23 '31

Behan rules piers be covered as fire risks. East Underw 31:18 D 26 '30

Cancel liability in Oklahoma City. Weekly Underw 123:1067+ N 8 '30

Cigarette fires in stores increasing. G. S. Tompkins; F. Perkins. East Underw 32:24 Ja 16 '31

Companies review all expirations. Nat Underw 35:3+ N 5 '31

Crank case oil drainings used as fuel cause fires. Nat Underw 35:12 Jl 2 '31

Dried fruit industry; no unusual fire hazards found in packing plants. il Weekly Underw 124:1083, 1085-7 My 2 '31

Dry weather increases fire hazards as drought continues to sear U. S. Ins Field (Fire ed) 59:10-11 Ag 14 '30

Dwelling and vacant building fire losses. Weekly Underw 124:407+, 471, 535 F 14-28 '31

Dwelling losses show an alarming increase. Nat Underw 35:3 My 21 '31

Embroidery manufacture; fire hazards few aside from housekeeping practices. G. E. Stecher. il Weekly Underw 122:873-5 Ap 5 '30

Example of improving public relations shown in Cincinnati; question of insuring condemned buildings. Nat Underw 34:6 Ja 16 '30

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Fibre wall boards. Weekly Underw 125:715+ O 3 '31

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Fumigated fur storage. W. H. Rodda. il diags Weekly Underw 123:793-5 O 4 '30

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Loss ratio soars in the Southeast. Nat Underw 35:3+ Ag 27 '31

Machine switching telephone exchanges. M. E. Bulske. Weekly Underw 125:469-70 S 5 '31

Mid-summer brings no let up in dwelling losses. Nat Underw 35:3 Ag 6 '31

Mississippi has a bad record for fires. F. V. Becker. Weekly Underw 123:777 O 4 '30

Moral hazard and construction risks. A. E. Gilbert. East Underw 32:31 My 1 '31

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New Orleans now has record sprinkler system. J. E. Boyack. Weekly Underw 125: 364+ Ag 22 '31

"999"—Bradstreet's fire insurance report. E. B. Moran. East Underw 31:29-30 pt 2 D 5 '30

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Oklahoma City agents deny bad oil hazard. East Underw 31:22 Jl 4 '30

Oklahoma City gives 45 oil well permits; second supplementary report; abstracts. C. T. Ingalls. Ins Field (Fire ed) 59:11-12 S 4 '30; East Underw 31:1+ Ag 29 '30

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Group association
Insurance, Life—
  Wholesale life policies

Customers' insurance

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Rates and tables

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Crops are decidedly worth insuring. J. M. Cogley. il Nat Underw 35:sup6+ Ap 16 '31

Deductible clause favored for hail. W. G. Studebaker. Weekly Underw 125:9 Jl 4 '31

Farmers relieved of economic worry. F. S. Phillips. Nat Underw 35:sup7 Ap 16 '31

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1930 hail line shows reasonable profit. Ins Field (Fire ed) 59:35-6 D 11 '30

North Dakota does about face on hail; advocates voluntary listing under state insurance scheme. S. A. Olsness. Ins Field (Fire ed) 59:35-6 O 2 '30

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Insects and disease damage crops too. O. A. Schollander. il Nat Underw 35:sup9+ Ap 16 '31

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Hail coverage can be sold in East as well as in West. W. S. Vanderbilt. il Nat Underw 35:sup2+ Ap 16 '31

Hartford hail writing agent breaks down—tells all. L. G. Leslie. il Spectator 125:26 Ag 21 '30

Real salesmanship is needed in 1931. G. L. Cavanaugh. il Nat Underw 35:sup3+ Ap 16 '31

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Canada

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Action of life companies puts A. & H. in quandary. Nat Underw 35:37+ O 22 '31, Same. Nat Underw (Life ed) 35:4+ O 23 '31

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Bureau of personal accident and health underwriters

Health and accident underwriters' conference

Insurance, Industrial

Adjustment of claims

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Industrial carriers combat fake claims; organization of the Atlanta adjustment association. Ins Field (Fire ed) 59:36+ Ap 10 '30

Local associations reduce spurious claims. P. H. Jones. Spectator 124:23-4 F 13 '30

Lapses

A. & H. lapses due to serious overselling. E. H. Gurk. East Underw 32:35 Je 19 '31

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Bureau of personal A. & H. takes big step toward policy uniformity. East Underw 32:28+ Je 26 '31; Ins Field (Fire ed) 60:18+ Jl 9 '31

Coast commissioners bar provision which makes benefits contingent on payment of bills by insured. Nat Underw (Life ed) 34:24 Mr 7 '30

Final forms omit hernia coverage in revision of standard proposals. Nat Underw 35:41+ O 29 '31

General Accident has tourists' policy. Spectator 124:43 Ja 9 '30; Same. Weekly Underw 122:134 Ja 11 '30

Life indemnity assumed under new A. & H. form; Continental casualty of Chicago. Nat Underw 34:39 Jl 24 '30

Metropolitan Casualty monthly premium dep't. East Underw 32:37 Ja 23 '31

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Canadian commission makes favorable report on state health insurance scheme. East Underw 31:1+ My 16 '30

Germany

German sickness insurance making good. G. Hirschfeld. Spectator 125:21 S 11 '30

Great Britain

Increased claims upon English health insurance fund. Monthly Labor R 31:93-6 Jl '30

Prolongation of English insurance act. Monthly Labor R 32:607 Mr '31

Netherlands

Sickness insurance for wage earners in the Netherlands. Monthly Labor R 31:96-102 Jl '30

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Change plan division of Metropolitan Life. F. H. Ecker. East Underw 31:3 Ap 11 '30

Elimination of the first week in accident and health policies. J. F. Ramey. Ins Field (Fire ed) 59:39+ S 25 '30; Same. Ins Field (Life ed) 59:9 S 26 '30

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Growth of industrial insurance in the South. K. R. White. Manuf Rec 98:53 N 6 '30

Has group accident cover hurt monthly business. Nat Underw 34:36 Jl 17 '30

High increase shown in disability ratios. Ins Field (Life ed) 60:19-20 Jl 17 '31

Industrial business in South undergoes change. Nat Underw 34:37 S 25 '30

Industrial had heartening year. Nat Underw (Life ed) 35:3+ Ja 9 '31

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Adjustment of claims

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Sell the jewelry floater first; inadequacy of a limited personal effects policy. G. Malcolm-Smith. Spectator 126:37 My 28 '31

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Inland marine underwriters' association
Insurance, Bridge
Insurance, Fine arts
Insurance, Laundry bundle
Insurance, Parcel post
Insurance, Personal effects

Adjustment of claims

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New marine form being considered; all-risk personal property floater. Nat Underw 35:3+ O 8 '31

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Insurance, Deferred payment

Rates and tables

Experience stabilizes marine insurance rates. F. B. Cramer. Weekly Underw 125:769-70 O 10 '31

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Terminology

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Land value insurance: its organization and its operation. H. H. Richardson. Ann Am Acad 148:82-7 Mr '30

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Asks for ruling on laundry package charge in New Orleans. J. X. Wegmann. Nat Underw 34:11 S 11 '30

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Louisiana considers alleged marine coverage abuses. Nat Underw 34:6 N 20 '30

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Actual process of determining how a leasehold policy should be written for client. C. T. Hubbard. Weekly Underw 123:1441-2 D 27 '30; Same. Credit Mo 33:20+ Ja '31

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Determination of sound values is vital in leasehold interest insurance. Nat Underw 34:26 Ja 2 '30

Leasehold interest. East Underw 31:22-3 Mr 7 '30

Leasehold interest indemnity form. Weekly Underw 122:1144 My 3 '30

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British personal liability policy. N. G. Turner. East Underw 32:48 Mr 27 '31

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Contractual liability insurance. Weekly Underw 123:412 Ag 23 '30

Contractual public liability insurance broad form designed to cover against all contingencies. H. J. Aldrich. Weekly Underw 124: 1211-14 My 16 '31

Criticises many liability forms as being obsolete. A. Crawford. Nat Underw 34:37 Mr 27 '30

Elevator liability insurance much needed protection. G. R. Becker. Weekly Underw 123: 315 Ag 9 '30

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Huge insurance market exists. J. W. Hartley. Nat Underw 35:33 My 7 '31

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Public liability insurance forms. il Spectator 126:6+ F 19 '31

Public liability insurance that is required by manufacturers will develop considerable premium. Weekly Underw 124:812 Mr 28 '31

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Various angles of contractual liability insurance of special interest to local agents. C. F. Vielle. Weekly Underw 125:349-50 Ag 15 '31; Abstract. Nat Underw 35:30+ Je 4 '31

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Insurance, Employers' liability
Insurance, Motor boat
Insurance, Motor bus
Insurance, Product liability
Insurance, Workmen's compensation

Adjustment of claims

How playing fair with doctors on liability cases helps agent. W. M. Goodwin. East Underw 32:32-3 Jl 24 '31

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You need a planned campaign. Spectator 126: 6+ Mr 5 '31

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Defends Bureau O.L. & T. practice. J. A. Beha. Spectator 126:35 Je 11 '31

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Even publishers may now get protection; policy issued by the Employers reinsurance corp. R. R. Wolfe. Spectator 127:9 Jl 30 '31

How editors' trade paper views libel insurance. Ins Field (Fire ed) 59:8 Ag 14 '30

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Libel insurance is being well received. Weekly Underw 124:1532 Je 27 '31

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Insurance against theft. Libraries 35:9 Ja '30

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Alert agent renders different forms of service to meet client's changing circumstances. H. S. Bell. Weekly Underw 123:471 Ag 30 '30

Analyze reasons for opposing licensing of bankers as agents. Nat Underw (Life ed) 35:7 O 30 '31

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Boston sales congress featured two actual cases. East Underw 32:14-15+ Mr 27 '31

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Business properly programmed stays on the books—points on closing first policy. F. E. Welch. Weekly Underw 122:1625 Je 28 '30

C. P. Rogge, a remarkable fellow. R. R. Wolfe. Spectator 125:17+ N 20 '30

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Chicago part-time agents restricted. Ins Field (Life ed) 60:7-8 F 20 '31

Closing—the test of a successful interview; some do's and don'ts. L. L. Tremaine. Weekly Underw 122:677 Mr 15 '30

Club wars on fake advisers. Nat Underw (Life ed) 34:3+ Mr 7 '30

Coaching insurance agents. T. M. Searles. East Underw 31:89+ pt 2 S 19 '30

Confidence is chief need. T. I. Parkinson. Ins Field (Life ed) 60:10 My 22 '31

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Contest brings host of new prospects; American Life men increase production. H. L. Lawson. Ins Field (Life ed) 59:27-8 Je 27 '30

Country club policy; business advantages of club membership. F. H. Williams. Spectator 124:22-3 My 8 '30

Creative selling. H. J. Johnson. Spectator 124:19 Mr 27 '30

Criticises "disclosing of needs" school. E. B. Thurman. Nat Underw (Life ed) 34:6 Ag 29 '30

Cut rate methods will destroy effectiveness of office. R. B. Strimple. Nat Underw 34: 11 Ag 14 '30

Daily schedule of well-planned hours is basis of successful life insurance career. L. C. Witten. Weekly Underw 124:300 Ja 31 '31

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Definite savings plan. E. C. Deckard. East Underw 31:57+ pt 2 S 19 '30

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Explaining or advertising or selling trust service—which? C. Davidson. Trust Companies 51:148-52+ Ag '30

Explains meaning of agent's service to policyholders. H. S. Bell. Ins Field (Life ed) 60:19-20 Ja 2 '31

Eye and ear concentration in sales. R. D. Keig. East Underw 31:61-2 pt 2 S 19 '30

Eye appeal, brevity and smiles. C. P. Rogge. Weekly Underw 122:19+ sec 2 My 10 '30

Eyes have it in selling life insurance. K. H. Mathus, comp. 168p Mutual underwriter co., Rochester, N. Y. '29

Fat kine during the lean years. J. Pepper. Spectator 127:10-11 Jl 16 '31

Fifty checking points for agents. Weekly Underw 122:122 Ja 11 '30

Fifty good reasons for calling on a policyholder. C. P. Mayfield. Spectator 127:11 Ag 6 '31

Fifty interviews—fifty sales. K. H. Mathus, comp. 288p Mutual underwriter co, Rochester, N. Y. '31

Fine art of using the telephone for profitable contacts with prospects. W. P. Van Altena. Weekly Underw 124:426+ F 14 '31

Five vital factors in life employed by psychologist in novel experiment that is of value to underwriters. F. S. McLaughlin. Nat Underw (Life ed) 34:27 Ja 10 '30

Follow your warmest leads. G. G. Terribery; abstracts. East Underw 31:4 Je 27 '30; Nat Underw (Life ed) 34:6+ Je 27 '30

Fortune to share; Vash Young. F. Ellington. Spectator 125:23+ O 23 '30

4,000 policyholders in town of 12,000 people; Ran Schlater of Greenwood, Miss. il East Underw 31:47 pt 2 S 19 '30

From college president to insurance executive. J. M. Thomas. East Underw 32:43 pt 2 S 18 '31

Gearing in the old home town; demonstration of testimonials will help agents. E. P. Hermann. Ins Field (Life ed) 60:9-10 Jl 31 '31

General agents' conference, Philadelphia, January 6-8, 1930. 124p Penn mutual life insurance co, Philadelphia '30

General schedule and a definite daily schedule essential in planning a profitable year. A. V. Youngman. Weekly Underw 124:864 Ap 4 '31

George W. Harding raised an endless crop of prospects in rural territory. K. Force. Ins Field (Life ed) 59:23-4 Ap 11 '30

Getting business, good times or bad. C. P. Rogge. Spectator 125:14-15 sec 2 S 18 '30

Getting out of the $2,000 class; how a new life agent quadrupled his earnings. E. S. Banks. Spectator 124:23 Ja 30 '30

Getting the big case issued after it's sold. C. Davidson. East Underw 31:98 pt 2 S 19 '30

Golden tribute of salesmanship; how the field force of the Equitable Life wrote $66,250,000 worth of new business in 24 hours. Weekly Underw 122:808+ Mr 29 '30

Golf lessons in Wm. Fox office as $6,500,000 risk is sized up. H. D. Hart. East Underw 31:10+ Ap 25 '30

Good times for good men. E. S. Banks. Spectator 126:11+ Ja 15 '31

Graphic selling process. L. G. Simon. East Underw 32:33 pt 2 S 18 '31

Hale's daring plan lands high honors; personalized campaign. R. Daniel. Ins Field (Life ed) 60:9-10 S 4 '31

Handling policies by cable. L. E. Baldwin. Weekly Underw 124:51 sec 2 My 9 '31

Hard-headed sentiment in selling. J. J. Leddy. Nat Underw (Life ed) Daily ed 34:18+ S 26 '30; Same. Ins Field Daily ed 59:12+ S 26 '30; Excerpts. East Underw Extra ed 31:26 S 27 '30; Weekly Underw 123:704 S 27 '30

Hard knocks of life and sport. J. L. Lee. East Underw 31:29 pt 2 S 19 '30

He would a joiner be; what availeth it a man if he join a lot of organizations and lose his own sales? K. H. Mathus. Spectator 125:17-18 D 4 '30

How an inventory of his clientele pointed the way to bigger production for one agent. W. M. Morgan. Weekly Underw 122:553 Mr 1 '30

How and when to recommend income settlements. R. L. Barnwell. Weekly Underw 123:353 Ag 16 '30

How family chain was built from a single policyholder. Nat Underw (Life ed) 35:28 O 30 '31

How he sells insurance in the millions; interview with George H. Beach. N. Beasley. Forbes 25:13-14+ Mr 1 '30

How I sold life insurance policies to seven hundred high school boys. E. B. Rich. Weekly Underw 124:800 Mr 28 '31

How the intelligent life insurance man can counteract and even capitalize on present conditions. J. A. Fulton. Nat Underw (Life ed) 34:23 O 17 '30

How the live agent can establish himself in his community. E. R. Eckenrode. Weekly Underw 122:68-9 My 10 '30

How to average one case a day. L. M. Crandall. Weekly Underw 122:29 sec 2 My 10 '30

How to get prospects; sources from which Penn Mutual Life agents obtain names. A. E. Patterson. East Underw 31:117+ pt 2 S 19 '30

How to increase average size of policy. E. W. Nuechterlein. Ins Field (Life ed) 59:27 Ja 3 '30

If presidents were agents—sales points they would stress; symposium. East Underw 32:11-12+ pt 2, S 18 '31

Importance of systematic work; eight ways to get business. W. Drenk. Weekly Underw 122:1125 My 3 '30

Importance to the life underwriter of attention to office details. B. T. Smith. Weekly Underw 124:1196 My 16 '31

In programming, provide for prospect's chief need. then pave way for additional policies. E. H. Schaeffer. Weekly Underw 122:241 Ja 25 '30

Insuragraph leads the prospect to sell himself. P. Wechsler. East Underw 31:55 pt 2 S 19 '30

Insurance intelligentsia have lost their cunning. W. E. Webb. Nat Underw (Life ed) 35:5+ O 23 '31

INSURANCE, Life—Agents—*Continued*

Inventiveness shown by Lincoln National stars. Nat Underw (Life ed) 34:3 Ag 29 '30

Investment managers can work with agents. N. P. Dana. East Underw 31:13+ Jl 18 '30

Is talk necessary? C. P. Rogge. Spectator 125: 18-19 Jl 31 '30

It's all so easy when you know how! C. P. Rogge. 32p Spectator co, New York '29

Its the approach that counts; C. P. Rogge's methods. R. H. Keffer. East Underw 31:17 O 10 '30

Johnson & Higgins take over Trustate corp., N. Y. East Underw 31:1+ Ja 31 '30

Keen sales ideas for agents. W. Muhlberg. East Underw 31:15-16 O 3 '30

Keep tab on yourself and make money; William Gage's plan shows value of time. H. L. Lawson. Ins Field (Life ed) 59:23 Mr 14 '30

Keeping renewal commissions alive. P. B. Kane. Weekly Underw 122:76 sec 2 My 10 '30

Key men: first you must find them before you can write them. H. J. Johnson and others. East Underw 31:63-4, 83 pt 2 S 19 '30

Knowledge the power that brings profit. C. V. Peterson. Ins Field (Life ed) 59:23-4 Ag 8 '30

Lay stress on life values. C. Voorhees. Ins Field (Life ed) 59:8 N 28 '30

Leaders set perfect persistency records; Fidelity mutual life agents. Ins Field (Life ed) 59:23-4 N 7 '30

Let's go and see Mike; Julian S. Myrick. East Underw 32:25+ pt 2 S 18 '31

Life agent can afford to laugh at objections—they pave the way to sales. C. B. O'Connell. Weekly Underw 123:413+ Ag 23 '30

Life companies seek local insurance agents. Nat Underw 35:3 Ag 27 '31; Same. Nat Underw (Life ed) 35:3+ Ag 28 '31

Life insurance affords handsome extra income. W. E. Webb. Nat Underw (Life ed) 34:5 N 14 '30

Life insurance as an estate. R. B. Coolidge. Ins Field (Pittsburgh Conv Daily ed) 60:9+ S 25 '31; Same cond. Nat Underw (Life ed) Daily ed 35:8+ S 25 '31

Life insurance man organized. L. C. Roth. Nat Underw (Life ed) Daily ed 35:8+ S 25 '31; Same abr. Ins Field (Pittsburgh Conv Daily ed) 60:15 S 25 '31

Life insurance programs. E. S. Albritton. Weekly Underw 122:42 sec 2 My 10 '30

Life insurance selling has its pests, but why lose our sense of humor? A. W. Barnes. Ins Field (Life ed) 60:4+ Je 26 '31

Life production leaders for various companies. Nat Underw (Life ed) 35:4 My 15 '31

Life protection "to have and to hold." L. J. Doolin. Ins Field (Life ed) 59:27-8 D 5 '30

Life underwriter of the future. H. S. Koster. East Underw 31:3 S 19 '30

Life underwriting efficiency. W. Cluff. 166p Insurance field co., Louisville, Ky. '29

Life underwriting: yesterday, today and tomorrow; a pageant play of the life insurance profession. Nat Underw (Life ed) Daily ed 34:25-7 S 24 '30; Same. Ins Field Daily ed 59:16+ S 24 '30

Logan's success backed by advertising. K. Force. Ins Field (Life ed) 59:23-4 Ag 15 '30

McNamara agency urges producers to devote one day exclusively to the business of prospecting. Nat Underw (Life ed) 35:23-4 Jl 10 '31

Maintaining the equilibrium in life insurance management. P. Burnet. Ins Field (Life ed) 60:13-14 O 30 '31; Excerpts. East Underw 32:5 O 30 '31; Nat Underw (Life ed) 35: 27-8 O 30 '31

Major changes in business are analyzed. C. F. Gay. Ins Field (Life ed) 35:11 Je 5 '31

Makes unusual record in small towns; Gaylord L. Thompson, Hartford, Mich. H. L. Lawson. por Ins Field (Life ed) 60:19-20 Je 12 '31

Making dividend allotment perform double service. M. L. Lane. Ins Field (Life ed) 59:24 F 28 '30

Making the prospect say "yes." K. H. Mathus. Spectator 125:16-17 Ag 28 '30

Man-power survey reveals value of full-time agent and higher education; abstracts. Ins Field (Life ed) 60:8-9 O 30 '31; Nat Underw (Life ed) 35:25-6 O 30 '31; East Underw 32: 3 O 30 '31

Manager of the future; abstracts. J. W. Yates. Ins Field Daily ed 59:10+ S 25 '30; Nat Underw (Life ed) Daily ed 34:22 S 25 '30

Mass of people better prospects than for years due to falling cost of living. East Underw 32:3 Je 12 '31

Methodical system of contacting 1,000 prospects every month by letters and personal calls. R. T. Wood. Nat Underw (Life ed) 34:23-4 Ap 18 '30

Methods suited to present day should be followed in guiding agents in their field work. Nat Underw (Life ed) 35:24 Jl 31 '31

Metropolitan to have new class of agents writing ordinary business only. East Underw 31:1 Ja 10 '30

Million dollar producers' groups draw attention of home offices and managers. East Underw 31:1+ My 9 '30

Million dollar production. E. M. Deane. Spectator 127:15-16 sec 2 S 17 '31

Million dollar salesmen; Albert P. Steler. D. G. Baird. Sales Management 27:95+ Jl 18 '31

Million dollar writer increased production by method and ads. E. H. Earley. East Underw 32:12 My 22 '31

Million dollar writers tell how they did it. Nat Underw (Life ed) Daily ed 34:7+ S 24 '30

Miracle man of Syracuse; William L. Boyce. C. Axman. East Underw 32:37+ pt 2 S 18 '31

Modern methods in selling life insurance—sales helps from a leading salesman. S. E. Goldman. Weekly Underw 123:87 Jl 12 '30

Morale building plan presented. R. B. Hull. Nat Underw (Life ed) 34:3+ N 21 '30; Excerpt. East Underw 31:9 N 21 '30

More hours in field mean more income. J. A. Stevenson. Ins Field (Life ed) 60:23-4 Je 26 '31

My grouch against agents. East Underw 31: 123 pt 2 S 19 '30

My most effective sales plan in 1931. H. M. Faser and others. East Underw 32:9+ Ag 14 '31

Need to right about face. C. M. Cartwright. Nat Underw (Life ed) 35:3+ Ja 30 '31

Never forget; have a hobby; paint mental pictures—sales advice of Glover S. Hastings. il East Underw 31:19+ pt 2 S 19 '30

New departure in policyholders' non-medical plan extends usual service. J. A. McLain. Weekly Underw 122:608+ Mr 8 '30

New spirit of business seen in co-operation. C. F. Gay. Ins Field Daily ed 59:7-8+ S 24 '30; Same. Nat Underw (Life ed) Daily ed 34:10+ S 24 '30; Same cond. East Underw Extra ed 31:16 S 27 '30

1930 model of life underwriter. J. J. Moriarty. Weekly Underw 122:43 My 10 '30

No excuse for failure of agent to write half million a year. M. L. Woodward. Ins Field (Life ed) 59:6 F 14 '30

North American Life agents reach prospects off the beaten track; Vancouver, B.C. agency operates boat along northwest coast. il East Underw 31:84 pt 2 S 19 '30

Novel sales plan used successfully by small new western company in writing rural business. L. A. Williams. Nat Underw (Life ed) 34:23-4 D 5 '30

Now is time to emphasize value of life insurance as an estate builder and investment. C. G. Keehner. Weekly Underw 124:918 Ap 11 '31

Nylic agents' A-B-C book. G. M. Lovelace. 130p New York life insurance company, New York '30

Observations in retrospect. E. G. Manning. East Underw 31:97 pt 2 S 19 '30

One method of finding and keeping prospects. J. F. Quillian. Spectator 124:22 F 27 '30

Opportunities in business of average size. A. P. Steler. Ins Field (Life ed) 60:23-4 My 22 '31

INSURANCE, Life—Agents—*Continued*

Opportunities in life underwriting. J. A. Stevenson. East Underw Extra ed 31:20+ S 27 '30; Same. Ins Field Daily ed 59:9+ S 26 '30; Same. Nat Underw (Life ed) Daily ed 34:8+ S 26 '30; Abstract. Weekly Underw 123:695 S 27 '30

Opportunity in salesmanship. S. M. Carson. Spectator 124:21+ F 27 '30

Organization is considered first step to success in life underwriting. E. P. Huttinger. Weekly Underw 122:1183 My 10 '30

Organized sales talk heralded as most momentous modern development which has occurred in life insurance business. Nat Underw (Life ed) 34:19-20 Jl 18 '30

Organizing the buyer to buy. H. W. Abbott. East Underw Extra ed 32:19 S 26 '31; Same. Ins Field (Pittsburgh Conv Daily ed) 60:17+ S 25 '31; Same. Nat Underw (Life ed) Daily ed 35:10+ S 25 '31

Organizing the canvass. F. C. Walls. Weekly Underw 122:1063 Ap 26 '30

Other fellow's point of view. F. L. Lane. East Underw 31:101 pt 2 S 19 '30

Outline of a sales talk for prospect between ages thirty and forty-five. R. C. Rodruck. Weekly Underw 122:615 Mr 8 '30

Outlining an acceptable program for young man of limited buying power. J. F. Brown. Weekly Underw 122:609-10 Mr 8 '30

Overcoming difficulties in program solicitation. E. B. Crandall. Weekly Underw 122:423 F 15 '30

Penn Mutual's White Sulphur Springs meeting. East Underw 32:3-5, 8-9, 12-12D Ag 14 '31

Persistency analyzed—three factors that make the business stick. L. H. Markowitz. Weekly Underw 122:995 Ap 19 '30

Persistency is beneficially contagious; Robert L. Jones' record is convincing proof. J. M. Francis. Ins Field (Life ed) 59:23 S 19 '30

Picking winners. H. H. Armstrong. East Underw 31:41 pt 2 S 19 '30

Picturing death pleasantly. K. H. Mathus. Spectator 127:14+ S 3 '31

Position of the life insurance salesman today. R. W. Huntington. East Underw 31:3 F 28 '30

Possibilities in endless chain system. C. A. Natvig. East Underw 31:9 N 28 '30

Practical use of tabulations in terms of insurance cost and interest return. I. P. Mantz. Weekly Underw 125:526-8 S 12 '31

Praises agency staff work. T. I. Parkinson. Ins Field (Life ed) 34:7+ O 31 '30; Same cond. Spectator 125:3+ N 6 '30; Abstract. Nat Underw (Life ed) 34:3+ N 7 '30

Preliminary analysis sheets. N. F. Davis. East Underw 32:129 pt 2 S 18 '31

Prepare if you would succeed. D. J. Bloxham. East Underw 31:5+ Mr 14 '30

Presentation of family income policy. J. Lewis. East Underw 32:15 Jl 17 '31

Presentation of retirement income policy on visual basis. G. W. Ayars. Nat Underw (Life ed) 35:23-4 O 16 '31

Problem in increasing your life insurance sales. E. P. Hermann. Spectator 127:6 S 10 '31

Problem is prospecting. J. Clark. Spectator 125:22-3 O 9 '30

Problems in developing metropolitan field. J. A. McLain. East Underw Extra ed 31:9-10+ O 4 '30; Excerpts. Spectator 125:26 O 9 '30; Abstract. Nat Underw (Life ed) Extra ed 34:6+ O 4 '30

Producer proves value of good-will. J. C. Fitzpatrick. Ins Field (Life ed) 59:19-20 Je 6 '30

Producer's qualifications. R. G. Engelsman. Weekly Underw 124:31+ sec 2 My 9 '31

Production is full time job. W. F. Dineen. Ins Field Daily ed 59:9+ S 25 '30; Same. Nat Underw (Life ed) Daily ed 34:10+ S 25 '30; Excerpts. East Underw Extra ed 31:19 S 27 '30; Weekly Underw 123:721+ S 27 '30

Profitable prospecting requires study to discover what kind of people make best material for the life salesman. E. M. France. Nat Underw (Life ed) 34:19-20 Je 20 '30

Programming aids sale and increases amount. E. H. Schaeffer. Ins Field (Life ed) 59:31-2 F 14 '30

Prospecting in the new business era. G. G. Terriberry. Nat Underw (Life ed) 35:23 My 29 '31

Prospects, calls and interviews in their relation to closed sales. J. Teeters. Weekly Underw 124:1260 My 23 '31

Prudential business conference. East Underw 31:1-5 My 2 '30

Psychological moment to close occurs several times during the interview. C. E. Pease. Weekly Underw 122:301 F 1 '30

Put your life insurance message in simple, human, elementary terms; various forms of approaches. I. Bendiner. Weekly Underw 125:234 Ag 1 '31

Research bureau has 1930 expansion plans. East Underw 31:12 Ja 17 '30; Ins Field (Life ed) 59:9 Ja 17 '30

Research bureau's slump-beating recipe. H. G. Kenagy. Ins Field (Life ed) 59:6+ D 26 '30; Same abr. Nat Underw (Life ed) 35:19-20 Ja 2 '31

Right attitude worth fortune to salesman. V. Young. Nat Underw (Life ed) Daily ed 35:15 S 25 '31

Road to success. P. H. Young. Ins Field (Life ed) 59:23-4 My 30 '30

Sales arguments used by leading producers of the Fraser agency. H. J. Ransom and others. East Underw 32:3+ Mr 6 '31

Sales demonstration. C. C. Gilman and E. G. Manning. Nat Underw (Life ed) 34:31-2 O 3 '30

Sales help for the life underwriter. W. E. Cox. Spectator 126:6 F 12; 7+ Mr 5; 7+ Ap 30; 8-9+ Je 4; 10-11+ Je 25; 127:8-9+ Jl 9; 6+ Jl 23; 10-11+ Ag 13; 14-15+ Ag 20; 13-15 S 10 '31

Sales in ratio to calls made. L. N. L'Esperance. Nat Underw (Life ed) Daily ed 34:18 S 24 '30; Same abr. East Underw Extra ed 31:18-19 S 27 '30

Sales promotion from beginning to end—there is no end. S. M. Gamble. Ins Field (Life ed) 59:12+ Ap 18 '30; Same. Spectator 124:20-1 My 8 '30

Sales talk based on thrift. E. W. Brailey. East Underw 31:59 pt 2 S 19 '30

Sales talk presenting the family income policy. J. J. Gordon. Weekly Underw 124:46-9 sec 2 My 9 '31

Salesman alert! W. Cluff. Ins Field (Life ed) 60:13-15 Jl 10 '31

Salesman or businessman? C. P. Dawson. East Underw 32:75+ pt 2 S 18 '31

Say proselyting is going beyond all proper bounds; protest made at Chicago. Nat Underw (Life ed) 34:4 S 26 '30

Scientific prospecting, the outstanding factor in the sales process. A. E. Roche. Weekly Underw 124:311+ Ja 31 '31

Seek limitation of part-time agents in Chicago. Ins Field (Life ed) 60:9 Ja 23 '31

Sees move to permanency as term contracts are converted. S. T. Whatley. Nat Underw (Life ed) 35:22 Jl 24 '31

Sees two big problems for agents. J. R. Hardin. Weekly Underw 123:76 Jl 12 '30

Sell by eye, not ear. C. P. Rogge. East Underw 31:13 Ap 25 '30

Selling a 43 year old bachelor. F. P. Fonvielle, jr. East Underw 32:21+ pt 2 S 18 '31

Selling educational endowment insurance. K. H. Mathus. Spectator 126:6-7+ Ja 29 '31

Selling insurance in a ranch country; Ben F. Martin. C. Frey. East Underw 32:17+ pt 2 S 18 '31

Selling insurance in Florida during times of depression. A. R. Cassidy. East Underw 32:5 My 29 '31

Selling insurance to Japanese. East Underw 31:37-8 pt 2 S 19 '30

Selling life insurance in 1931. E. F. Colborn and C. D. Ott. Ins Field (Life ed) 60:9-10 Jl 17 '31

Selling policies so they stay sold. A. O. Swink. Weekly Underw 122:25 sec 2 My 10 '30

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Service signals of old customers that life underwriter should never miss. M. L. Lane. Weekly Underw 124:431+ F 14 '31; Same. Nat Underw (Life ed) 35:31-2 F 13 '31

Service to policyholders made a fact. Ins Field (Life ed) 59:6 F 28 '30

Seven creative selling ideas as basis for salesman's presentations. P. W. Cook. Weekly Underw 122:353+ F 8 '30

Sightless for five years, John C. Marsh now sees. East Underw 31:15 pt 2 S 19 '30

Significance of the individual. P. C. Martin. Spectator 126:9-10 Ap 23 '31

Six men in Connecticut Mutual enjoy lapseless year. Ins Field (Life ed) 59:23-4 Ag 29 '30

Six sound principles in sales solicitation. R. C. Borden and A. C. Busse. East Underw Extra ed 31:14+ S 27 '30; Same. Ins Field Daily ed 59:12+ S 24 '30; Same. Nat Underw (Life ed) Daily ed 34:21-2 S 24 '30; Excerpts. Weekly Underw 123:727+ S 27 '30

Small policies prove to be a gold mine; H. C. Dewey. H. L. Lawson. Ins Field (Life ed) 59:23-4 N 21 '30

Social value of insurance. R. B. Hull. Ins Field (Life ed) 59:8-9+ Jl 25 '30; Same. Weekly Underw 123:591-2 S 13 '30; Excerpts. Nat Underw (Life ed) 34:3+ Jl 25 '30

Some cardinal principles. T. M. Riehle. Spectator 127:14+ sec 2 S 17 '31

Some impressions of life underwriting and of successful underwriters. R. B. Hull. Ins Field (Life ed) 59:6+ Mr 14 '30

Some of the advantages of the organized sales talk to the life underwriter. J. A. Stevenson. Weekly Underw 123:245+ Ag 2 '30

Some problems in sales management. R. Alfriend. Spectator 127:9-11 Ag 6 '31

Source of new business; sell more insurance to installment contract completers who have mastered the budget plan of saving. F. H. Williams. Spectator 125:19+ S 11 '30

Southern farmer and life insurance. J. W. Brice. East Underw 31:37 pt 2 S 19 '30

Spirit of life underwriting. W. Cluff. Ins Field (Life ed) 59:6+ S 12; 6+ S 19; 6+ S 26; 31-2 O 3; 23-4 O 10; 6+ O 17; 27-8 O 24; 31-2 O 31; 24 N 7; 6+ N 14; 6 N 21 '30

Spirit of life underwriting. W. Cluff. 108p Insurance field co, Louisville, Ky. '30

Standardized educational fund. W. R. Jettelson. East Underw 32:10-11+ O 16 '31

Steady stream of good prospects results from keeping in touch with policyholders. W. Winslow. Weekly Underw 122:1319 My 24 '30

Study helps agent to deal only in facts; Victor F. Pettric. C. Blackmon. Ins Field (Life ed) 59:27-8 N 28 '30

Study of consecutive weekly production. East Underw 31:18 F 7 '30

Successful agent must be business man. H. D. Hart. Ins Field (Life ed) 59:23-4 Jl 11 '30; Same cond. Nat Underw (Life ed) 34:23-4 Jl 4 '30

Successful sales interview. W. Cluff. il Spectator 124:20-1+ Ja 30 '30

Successful salesman must get kick out of his work. C. P. Rogge. Nat Underw (Life ed) 34:31-2 My 23 '30

Suggestions for the new agent. Weekly Underw 122:52-4 sec 2 My 10 '30

Super-selling with Rogge. C. P. Rogge. 150p Spectator co, Division of united business publishers, inc, New York; Chicago '30

System that sells $4,300,000 a month. R. H. Keffer. Weekly Underw 122:123+ Ja 11 '30

Systematic contacting highly important; recruiting, training and supervision. F. Dennis. Ins Field (Life ed) 60:9-10 O 2 '31

Systematic plan which placed me in the half million class. W. M. Morgan. Ins Field (Life ed) 59:27-8 Mr 21 '30

Take nothing for granted. J. E. Dunn. Weekly Underw 122:62-3 sec 2 My 10 '30

Technical viewpoint over-stressed in study of life insurance. P. W. Cook. Ins Field (Life ed) 60:14-15 Mr 13 '31

Technique of life insurance program and estate planning in a large city. T. S. Reinhard. Weekly Underw 124:368+ F 7 '31

Theory of the estate approach. D. B. Maduro. Weekly Underw 124:44-5 sec 2 My 9 '31

There is nothing so morbid as artificial good cheer. F. Ellington. Spectator 127:4-5+ O 29 '31

They're all working for me! F. J. Mulligan. East Underw 31:23 pt 2 S 19 '30

Third party salesmanship. O. Thurman. Nat Underw (Life ed) 34:3 Ja 17 '30

Three types of objections and hints on how to meet them. J. A. Stevenson. Weekly Underw 122:1249 My 17 '30

Tip-top salesmen I have met. R. J. Comyns. il Sales Management 26:426-7+ Je 13 '31

Tokyo producer challenges Charles P. Rogge. Spectator 126:15 Je 11 '31

Track to run on; standardization of technique. K. H. Mathus. Spectator 125:16 N 6 '30

Tri-state sales congress, Philadelphia, March 26. East Underw 32:7-8+ Ap 3 '31; Spectator 126:6-7+ Ap 2 '31

Twenty golden rules of selling for the professional life underwriter. A. T. Haley. Weekly Underw 125:276 Ag 8 '31

Twenty-three helpful suggestions for dealing with prospects' objections. R. N. Rafferty. Weekly Underw 123:533 S 6 '30

Uncle Abe discusses programming. Spectator 126:11 My 28 '31; Discussion. 127:9+ Jl 2; 14 Jl 16 '31

Uncle Abe says: Write your congressman—about field actuaries. Spectator 126:17 Je 25 '31

Unconventional sales appeals are W. E. Diefendorf's favorites. East Underw 31:39+ pt 2 S 19 '30

Understanding is salesman's great need. J. C. Folsom. Ins Field (Life ed) 60:27-8 Je 19 '31

Underwriter must train himself to be life insurance minded. A. B. Cheyney. Weekly Underw 124:23+ sec 2 My 9 '31

Underwriters today called lucky; basis of trusteeship makes their jobs secure. C. Davidson. Ins Field (Life ed) 60:31-2 My 29 '31

Urban and rural agents tell their experiences. H. Johnson; T. M. Riehle and others. Ins Field (Life ed) 60:39-40 Ja 23; 23-4 Ja 30; 23-4 F 6; 23-4 F 13; 23 F 20; 23-4 F 27; 23-4 Mr 6; 23-4 Mr 13; 23-4 Mr 20; 23-4 Mr 27; 19-20 Ap 3; 23-4 Ap 10 '31

Urban business well cultivated. Nat Underw (Life ed) 34:3+ F 21 '30

Use of organized sales talks; abstracts. J. A. Preston. East Underw 31:16 O 24 '30; Nat Underw (Life ed) 34:7 O 24 '30

Use of survey approach will result in larger policies and greater volume. W. R. Harper. Weekly Underw 122:943 Ap 12 '30

Visual appeal is essential factor. J. E. Gibbs. Nat Underw (Life ed) 35:3+ Ap 3 '31

Warming the house for the sales force. W. T. Grant. Ins Field (Life ed) Convention no 60:12 O 10 '31

Watch for right moment to close. C. E. Pease. Ins Field (Life ed) 59:27-8 Mr 7 '30

Weekly quota book. J. C. Fitzpatrick. Weekly Underw 122:60 sec 2 My 10 '30

What came of hopeless case; policyholder induced to pay off loans and built up volume of protection. C. V. Anderson. East Underw 31:16 F 28 '30

What life underwriters can do to counteract the effect of fear psychology. M. Schonberg. Weekly Underw 124:246 Ja 24 '31

What the public expects of life underwriter and obligation of latter to the public. C. Hamlin. Weekly Underw 124:148-9 Ja 10 '31

What to say when delivering the policy—a vital step in the selling process. S. M. Gamble. Weekly Underw 125:76 Jl 11 '31

Why do not more men pay for life insurance when applying for it? M. L. Woodward. Ins Field (Life ed) 59:9-10 Ja 3 '30

Why Sisley & Brinckerhoff members gave up general agency contracts. East Underw 32:11+ Ap 17 '31

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Working plan built around prospect cards in conjunction with the filing system. F. H. Eldredge. Weekly Underw 122:361 F 8 '30

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Yale boys set million as 1931 quota. B. Monaghan. Spectator 126:17 F 5 '31

Young agents prosper by organized effort; George J. Brown and Winston H. Robbins. C. V. Peterson. Ins Field (Life ed) 60:19-20 Je 5 '31

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Builds $4,500,000 agency in first year; V. Webner Wiedemann. K. Force. Ins Field (Life ed) 60:19-20 Ja 16 '31

Conservation is regarded as the agency department function. L. J. Doolin. Nat Underw (Life ed) 35:22 Je 12 '31

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Problems of the newly appointed manager. M. J. Ream. Nat Underw (Life ed) Daily ed 34:28+ S 25 '30; Same. Ins Field Daily ed 59:14+ S 25 '30

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Territorial difficulties can be anticipated and avoided; abstracts. A. L. Dern. East Underw Extra ed 31:18 O 4 '30; Nat Underw (Life ed) Extra ed 34:8 O 4 '30

This agency meets depression theme with big expansion plans; McNamara agency, New York city. East Underw 32:3 My 15 '31

Time now considered ripe for agency building work. Nat Underw (Life ed) 34:3 Mr 21 '30

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Earned income credits for life general agents. Nat Underw (Life ed) 35:10 Ja 9 '31; East Underw 32:1+ Ja 9 '31

Guaranteed renewals corp. organized to protect agents in their income in case of holder's death. Nat Underw (Life ed) 35:6 Ap 24 '31; Spectator 126:20 Ap 23 '31; East Underw 32:4 My 22 '31

Much interest in loans on policies. Nat Underw (Life ed) 35:3 Ja 30 '31

Net increase basis of Acacia's new agent's contract. Spectator 126:23 F 5 '31; East Underw 32:13 F 6 '31

Nylic system of the New York Life. East Underw 32:3+ Mr 27 '31

Penn Mutual brings forth automatic additional plan. Nat Underw (Life ed) 34:6 S 5 '30

Readjustment of commissions is given as lapse solution. A. L. Hadley. Nat Underw (Life ed) 35:13-14 Ag 28 '31; Same. Spectator 127:7+ Jl 16 '31

Renewal commissions held taxable when assigned as gift in J. J. Parker case. East Underw 31:1+ N 14 '30

Singular suit is brought by agent; Gem City Life sued for commission on policy placed by another. Nat Underw (Life ed) 35:3+ Jl 10 '31

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How Eliason agency in St Paul tests new man's knowledge of contract of insurance and of rules of selling. Nat Underw (Life ed) 35:24 Je 12 '31

Reading handwriting in hiring agents. R. L. Lane. East Underw 32:117+ pt 2 S 18 '31

Recruiting the keystone of successful life agency building. E. Webb. Weekly Underw 125:945-6 O 31 '31

Says unfit agents hamper selection; abstracts. H. W. Cook. Ins Field (Life ed) 59:9-10+ Ap 25 '30; East Underw 31:10 Ap 18 '30; Nat Underw (Life ed) 34:3+ Ap 18 '30

Select new men by personal contacts. H. L. Rogers. Nat Underw (Life ed) Daily ed 35: 22+ S 23 '31

Test of mental alertness reveals traits from which to judge caliber of agents. Ins Field (Life ed) 59:6+ D 5 '30

To select men who make good. J. A. Stevenson. System 57:26-8+ Ja '30

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Agency letters effective in educating the sales force. E. E. Kirkpatrick. Ins Field (Life ed) 59:27-8 Ja 17 '30

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American Central Life guarantees income for C. L. U. winners. Ins Field (Life ed) 59:7 O 24 '30

Basis of a sound training plan. H. G. Kenagy. Ins Field (Life ed) 59:11-12+ O 31 '30; Excerpts. Nat Underw (Life ed) 34:3+ O 31 '30

Brass Tacks course devised by State mutual life of Worcester. Weekly Underw 125:275 Ag 8 '31

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Combination of teaching methods most practical. J. M. Holcombe, jr. Nat Underw (Life ed) 35:22 Ag 21 '31

Connecticut Mutual holds schools in agencies. Spectator 124:15 Je 5 '30

Feverish day in life insurance. Nat Underw (Life ed) 35:1+ Ag 7 '31

Field schools of Business Men's Assurance reduced failures among salesmen in 1930. B. A. Hedges. Ins Field (Life ed) 60:6+ F 20 '31

Field staff to hold seminars. Nat Underw (Life ed) 34:5 Mr 21 '30

Hedges favors training to benefit the many. K. Force. Ins Field (Life ed) 59:27-8 D 12 '30

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Visual education has proved its value in raising sales efficiency. H. G. Kenagy. Ins Field (Life ed) 59:6+ N 28 '30

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Chicago association finds way to control twisters. E. B. Thurman. Nat Underw (Life ed) 34:4 F 14 '30

Chicago slicker meets disgusted Badger when underwriter sees "twisting" proposal. Ins Field (Life ed) 59:7-8 Ag 15 '30

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Lincoln National tells why Emancipator policy was withdrawn. A. F. Hall. Spectator 124:7+ Mr 6 '30; Excerpt. Nat Underw (Life ed) 34:12 F 28 '30

Missouri to make determined stand to stop twisters; abstracts. J. F. Holland. Ins Field (Life ed) 59:7+ N 28 '30; Nat Underw (Life ed) 34:3+ N 28 '30

Morton to appeal $25,000 judgment. Ins Field (Life ed) 59:9-10 D 5 '30

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Twisting controversy goes on; Sullivan loses in fight to regain broker's license. Spectator 124:7+ My 22 '30; East Underw 31:9 My 23 '30

Twisting verdict obtained in N. Y. Nat Underw (Life ed) 35:3+ Ap 10 '31

Use of word "twisting" brings $100,000 action; James P. Sullivan against Stratford Lee Morton. Weekly Underw 123:1217, 1268+ N 29-D 6 '30

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C. L. U. big help to women in life insurance. Ins Field (Life ed) 59:27 Ja 10 '30

Farm woman becomes successful agent; Mrs Curtis S. Fray. K. Force. Ins Field (Life ed) 60:23-4 Ap 17 '31

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How San Francisco women sell. A. V. Bowyer. East Underw 32:53+ pt 2 S 18 '31

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Life insurance selling as a career for women. M. M. Strack. Spectator 123:18 N 21 '29

She didn't know there was a depression; Martha Boott, Boston. M. Divver. East Underw 32:111+ pt 2 S 18 '31

Three women who sell almost entirely among school teachers. East Underw 31:54 pt 2 S 19 '30

Up-to-the-minute women's agency stresses retirement incomes. Weekly Underw 124:58-9 sec 2 My 9 '31

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Woman makes success selling annuities; Helen Summy, St Joseph, Mo. K. Force. Ins Field (Life ed) 60:27-8 My 15 '31

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Actuaries report little change in risk status of civil aviation pilots. Ins Field (Life ed) 60:6+ Je 12 '31; East Underw 32:13 Je 19 '31

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Aviation rates are still in the experimental stage. Nat Underw (Life ed) 34:10 N 7 '30

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Believe autogiro will bring down life rates. E. L. Synnestvedt and C. K. Hicks. Weekly Underw 124:1319 My 30 '31

Business men now using airplanes. L. Cruess. Spectator 125:7+ S 18 '30

Classification of aviation risks in Canada compiled. Nat Underw (Life ed) 34:5 Mr 21 '30

Company need not pay double indemnity in case of an airplane passenger; Equitable case. East Underw 32:1+ My 22 '31

Equitable Life to appeal case involving payment of double indemnity for aviation death. Nat Underw (Life ed) 35:5 Ja 2 '31

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Human element in aviation must be given careful consideration in evaluating hazards. L. G. Sykes. Weekly Underw 123:1339-40 D 13 '30; Excerpts. East Underw 31:8 O 31 '30; Abstract. Nat Underw (Life ed) 34:5+ O 24 '30

Importance of aviation hazard shown in survey. Nat Underw (Life ed) 34:5 Jl 4 '30

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Know your insurance data. C. H. Biddlecombe. Aviation 29:187 S '30

Lincoln National seeks air risks. Nat Underw (Life ed) 35:8 Ja 23 '31

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Need for uniformity in rates and practices for aviation risks. M. Ziff. East Underw 31:15-16 Mr 14 '30

Pacific Mutual takes conservative stand on writing aviation hazard. Nat Underw (Life ed) 34:4 Mr 7 '30

Phraseology of aeronautic clause. V. Miller. Nat Underw (Life ed) 35:6 My 29 '31

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Reinsurers eye problem of air. Nat Underw 34:6+ pt 2 D 25 '30

States differ about cover limit riders affecting air deaths. East Underw 31:1+ Mr 7 '30

Survey finds public air-minded. H. Dunwoody. Spectator 125:11 N 20 '30

Two companies are using rider; Metropolitan Life and Prudential announce terms for aviators. Nat Underw (Life ed) 21:3+ F 21 '30

Underwriting air risks on continent. R. A. Dunn. East Underw 31:13 Mr 28 '30

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Children's endowment policies

Companies that write juvenile forms. Nat Underw (Life ed) 34:29 Mr 7 '30

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To insure infants and young children in Japan under government bureau. East Underw 32:1+ My 29 '31

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Action of life companies puts A. & H. in quandary. Nat Underw 35:37+ O 22 '31; Same. Nat Underw (Life ed) 35:4+ O 23 '31

Action on disability; steps companies are taking with regard to the total and permanent clause. Nat Underw (Life ed) 35:3+ O 23; 3+ O 30; 1+ N 6; 5+ N 13 '31

Adoption of uniform disability clause provisions and higher rates by life companies will have good influence on accident and health business. Nat Underw 34:43 Mr 6 '30

Agency view is given on disability provision. Nat Underw (Life ed) 35:3+ Jl 3 '31

Agent's defense of disability. V. F. Pettric. Nat Underw (Life ed) 35:1+ Je 19 '31

Agree on reserve bases for disability benefits. Nat Underw 34:4 O 10 '30

A. L. C. survey airs disability problem. Ins Field (Life ed) 60:8 Jl 31 '31; Spectator 127:7 Jl 30 '31; Weekly Underw 125:227+ Ag 1 '31; East Underw 32:11 Jl 31 '31; Nat Underw (Life ed) 35:4 Jl 31 '31

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Behaviorism factor in writing of disability. F. V. Keesling. Weekly Underw 122:1494+ Je 14 '30

Business in state of flux. D. R. Schilling. Nat Underw (Life ed) 35:1+ Je 19 '31

Canadian laws on disability. A. D. Watson. East Underw 31:7 Ap 4 '30

Companies adopting new disability clauses. Spectator 125:47 Jl 3 '30

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Court construes disability clause. East Underw 31:13 S 5 '30

Definite cycle being followed in treatment of life disability clause. W. E. Lord. Nat Underw (Life ed) 34:3+ Ap 4 '30; Same. Nat Underw 34:35 Ap 10 '30

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Disability benefits. P. M. Foshay. Ins Field (Life ed) 59:6+ Je 13 '30; Abstracts. Nat Underw (Life ed) 34:3+ Je 6 '30; Weekly Underw 122:1429+ Je 7 '30

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Disability claims still bothersome. Nat Underw (Life ed) 35:1+ My 1 '31

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Disability is boon to A. & H. Nat Underw (Life ed) 34:17+ Ag 15 '30

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Disability panic of East is not shared in West. Nat Underw (Life ed) 35:3 Je 26 '31

Disability provisions in life insurance policies. E. E. Rhodes. East Underw 31:3+ Je 27 '30; Abstract. Spectator 124:8 Je 26 '30

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Disability viewed claimwise; abstracts. R. K. Metcalf. East Underw 32:18 O 9 '31; Ins Field (Life ed) Convention no 60:24-5 O 10 '31; Nat Underw (Life ed) Convention no 35:11+ O 10 '31

Discontinuing disability disastrous. J. C. Caperton. Nat Underw (Life ed) 35:5 S 11 '31

Effort is being made to correct disability item; New York department's letter. Nat Underw (Life ed) 34:10 O 24 '30

Equitable of Iowa's new disability rates. East Underw 31:8 Ja 17 '30; Excerpt. Spectator 124:9 Ja 16 '30

Explains disability situation as to Mutual Benefit suits. E. E. Rhodes. East Underw 31:3+ Jl 4 '30; Same. Nat Underw (Life ed) 34:3+ Jl 4 '30

Favors retirements in disability lines. R. L. Rowley. Ins Field (Fire ed) 60:37+ Je 25 '31; Same. Ins Field (Life ed) 60:5+ Je 26 '31

Hanging fire on disability; Travelers follows Metropolitan's lead, eliminating income clause Oct. 15. Nat Underw (Life ed) 35:3+ O 9 '31

History of disability. J. F. Williams. East Underw 31:18 D 12 '30

Important views and recommendations mark notable symposium on disability. Ins Field (Life ed) 59:6+ Je 13; 6+ Je 20; 6+ Je 27; 6+ Jl 4 '30

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Indianapolis Life quits disability. Nat Underw (Life ed) 35:3+ Ag 7 '31

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Insurance itself factor in losses. C. O. Pauley. Nat Underw (Life ed) Convention no 35:11+ O 10 '31

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Lawyer comments on disability policy of the life companies. D. B. Maduro. Nat Underw (Life ed) 35:7 Jl 10 '31

Massachusetts Mutual's new disability form. East Underw 31:15 Ja 3 '30

Medical expert sees silver lining behind haze of present disability uncertainty. C. R. Henry. Weekly Underw 122:1502 Je 14 '30

Metropolitan Life will discontinue disability as it is now written. East Underw 32:1+ O 2 '31; Nat Underw (Life ed) 35:1 O 2 '31; Spectator 127:19 O 8 '31

Moral hazard factor in disability cover. J. J. King. Weekly Underw 122:1495+ Je 14 '30

More changes made in disability plans. Ins Field (Life ed) 60:5+ N 6 '31

Mutual Benefit case is argued. Nat Underw (Life ed) 34:3+ Ap 11 '30

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Mutual Benefit to stand pat on its disability. E. E. Rhodes. East Underw 31:7 My 16 '30

Mutual Life quits disability income clause Jan. 1. Nat Underw (Life ed) 35:1+ O 16 '31

New Conn. General non-cancelable disability. East Underw 31:17 Je 27 '30

New disability clause is due. Nat Underw (Life ed) 34:3+ My 2 '30

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New methods required for disability; medical section of the American life convention. L. L. Graham. Nat Underw (Life ed) 34:3+ Je 6 '30

New provisions on disability benefits now general rule. Ins Field (Life ed) 59:7-8 Jl 4 '30

No effect from rate increase. Nat Underw 34:1 O 10 '30

Noncancellable lines will be stimulated. Nat Underw 34:27 Ja 2 '30

Officials join in forum on disability question. Nat Underw (Life ed) 35:3+ Jl 10; 1+ Jl 24; 3+ Jl 31; 1+ Ag 7; 3+ Ag 14; 1+ Ag 21; 3+, 8-9 Ag 28; 1+ S 4; 3+ S 11; 5+ S 18; 3+ S 25 '31

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Predict material change in the total and permanent disability clause. Nat Underw (Life ed) 35:3 Je 5; 3+ Je 12; 3+ Jl 3 '31

Predicts closer standardization of health and accident provisions. G. W. Young, jr. Ins Field (H & A no) 59:9+ Je 6 '30; Abstract. Weekly Underw 122:1448 Je 7 '30

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Standard disability provisions; tabulation. Spectator 125:39, 41 O 30 '30

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Non-Medical

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Insurance, Life—Disability provisions
Insurance, Life—Double indemnity provisions
Insurance, Life—Educational endowment policies
Insurance, Life—Endowment policies
Insurance, Life—Family income policies
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Life insurance will carry motion picture stars on in their old age. F. Ellington. Spectator 127:12-13 sec 2 S 17 '31

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Western president's views on policy adjustment issue. Nat Underw (Life ed) 35:9 Mr 6 '31

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Confusion of cash and note settlements may cost client protection. East Underw 31:5 Ag 1 '30

Is any business worth any more than its sales plan? All states life insurance company. A. R. Hahn. Sales Management 27:454-5 S 26 '31

Monthly payment plan is useful. R. Booth. Nat Underw (Life ed) 35:3+ F 20 '31

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Home owner and his house; what insurance should he carry and how should he be sold? Spectator 124:28-9 F 20; 19+ F 27; 33+ Mr 6; 20-1 Mr 13; 35 Mr 20; 22 Mr 27; 31 Ap 3; 20-1 Ap 10; 30 Ap 17; 25 Ap 24; 33+ My 1; 25 My 8; 31 My 15; 24 My 22; 28 My 29; 20 Je 5; 29 Je 12; 25 Je 19; 33 Je 26; 125:20 Jl 3; 30+ Jl 24; 20+ Jl 31; 28 Ag 21; 21 Ag 28; 20+ S 11; 21 S 25; 33+ O 16; 31 N 13; 19+ N 20 '30

How local agents can cooperate to make the insurance department more effective. H. W. Hanson. Nat Underw (Ill. no) 34:6 N 7 '30

How much should the field man be told? M. Pike. Spectator 124:23-4 Mr 13 '30

How to determine the intelligence quotient of any insurance agency. W. E. Lowry. Weekly Underw 125:427-8 Ag 29 '31

Humanizing business; old-time relationship of agents, specials and companies. W. Quaid. Spectator 125:31 O 30 '30

If I were a company executive. C. B. Smith. East Underw 31:17 Jl 11 '30; Excerpts. Ins Field (Fire ed) 59:8 Jl 10 '30; Nat Underw 34:5+ Jl 10 '30

If you don't know—ask! Questionnaire a valuable device. J. W. Mason. Spectator 126:12 Ap 9 '31

Increased production can best be secured by analysis of risk to demonstrate insurance needs. Weekly Underw 124:1437 Je 13 '31

Insurance ethics are undergoing change. C. B. Smith. Spectator 124:25 Ja 23 '30; Same abr. Ins Field (Fire ed) 59:15 Ja 30 '30

Insurance man's role in modern business. R. H. Keffer. Forbes 25:26+ Ja 1 '30; Excerpts. Weekly Underw 122:137 Ja 11 '30

Insurance producers bulletin; educational insurance service. (looseleaf) G. C. Johnson, ed. 175 W. Jackson blvd, Chicago

Insurance survey is the modern method of combining solicitation with service. J. Ashmead. Weekly Underw 122:1372 My 31 '30

Insurance survey offered as fine selling tool for agents. J. W. Mason. East Underw 32:22 S 11 '31

Interprets insurance-mindedness; abstracts. F. R. Jones. East Underw 32:34+ Ap 3 '31; Ins Field (Fire ed) 60:9-10 Ap 2 '31; Weekly Underw 124:932 Ap 11 '31

Is the company your crutch? W. M. Goodwin. Spectator 125:28-9 N 27 '30

It works because it's "a natural"; putting ease as well as power into approaches. E. P. Hermann. il Spectator 127:7+ Ag 20 '31

Kind of paper to read. J. W. Longnecker. East Underw 31:27 Ja 31 '30

Leads; successful method of developing prospects. W. M. Goodwin. Spectator 124:36-7 Mr 20 '30

Letters that win interviews for salesmen; an insurance company's portfolio of model sales letters. R. J. Walker. il Ptd Salesmanship 54:372-4 D '29

Life is all a gamble, but insurance can fend off biggest hazards. F. G. Howard. Ins Field (Fire ed) 59:10 Mr 13 '30

Lincoln time chart has practical uses. Weekly Underw 125:329 Ag 15 '31

Liverpool agent describes vivid contrasts in English and American underwriting. N. G. Turner. Ins Field (Fire ed) 60:6+ Ag 13 '31

Local agent demonstrates how visual selling boosts income. East Underw 32:30 F 13 '31

Local boards reclaiming business. P. H. Goodwin. East Underw 32:33+ Ap 10 '31

Methods for supplying automobiles to agents. Weekly Underw 122:280 F 1 '30

Methods of contact with prospects that have been successfully used by local agents. J. P. Collins. Weekly Underw 124:761 Mr 21 '31

National association of insurance agents outline position on non-policy writers. Nat Underw 34:10 Je 5 '30

Nebraska ruling clears companies. Ins Field (Fire ed) 60:8 Ag 27 '31

Need for constructive selling and emphasis on profitable lines. F. E. O'Brien. Nat Underw 35:31 Je 18 '31; Same. Spectator 126:6-7 Je 18 '31; Same. Weekly Underw 124:1485 Je 20 '31

Need for expert service of local agent in placing coverage. E. S. Steeb. Ins Field (Fire ed) 60:6 N 5 '31; Same. Nat Underw 35:16 N 5 '31

New cycle of business. J. D. Saint. Ins Field (Fire ed) 60:14 Je 4 '31

New slant on competition. R. G. Hinkley. Spectator 126:33 Ja 1 '31

New spirit of harmony visible in insurance company-agency relations of the country. Ins Field (Fire ed) 59:8 Jl 3 '30

New trends in relations. P. H. Goodwin. Ins Field (Fire ed) 59:11-12 My 1 '30

Non-policy writer and branch office problems exhaustively aired at Dallas. Ins Field (Fire ed) 59:11+ N 20 '30

Observations on how we may profit by recent bitter experiences. F. H. Schwarz. Weekly Underw 124:308-9 Ja 31 '31

Opens fire on stock-mutual deals. S. O. Smith. Ins Field (Fire ed) 60:8 Jl 16 '31

Opinion on success to be attained by fire agent who also wishes to sell life insurance. Weekly Underw 125:988 N 7 '31

Organization and the insurance agents. R. P. DeVan. Ins Field (Fire ed) 59:15 Ja 30 '30

Outlines field man's place. C. P. Thurman. Ins Field (Fire ed) 59:11 D 4 '30

Outlines local board work. S. J. Horton. Ins Field Daily ed 59:18-19+ O 9 '30; Excerpts. Nat Underw Convention no 34:12+ O 10 '30

Perpetuation of the general agency system. L. E. English. Ins Field (Fire ed) 59:13-14 My 8 '30

Personal contact is recognized as great factor in building of successful local agency. C. H. Watkins. Weekly Underw 123:152 Jl 19 '30

Plan for effective teamwork of companies and agents in winning game. J. F. Stafford. Ins Field (Fire ed) 60:9 N 5 '31

Pleasing voice helps the salesman sell. E. P. Hermann. il Spectator 127:9 O 29 '31

Position of agents in home town ownership. East Underw 32:20 Ap 24 '31

Possibilities of practical and political trial of American agency system. E. J. Schofield. Nat Underw 34:37 F 27 '30

Present day issues. W. H. Bennett. Ins Field (Fire ed) 59:13+ S 18 '30; Same abr. East Underw 31:24+ S 12 '30; Excerpts. Spectator 125:27 S 11 '30; Abstract. Weekly Underw 123:575 S 13 '30

Presidential address at annual meeting of American association of insurance general agents; abstracts. H. C. Stebbins. East Underw 32:22+ Ap 24 '31; Nat Underw 35:4+ Ap 23 '31; Ins Field (Fire ed) 60:16-17 Ap 23 '31; Weekly Underw 124:1013+ Ap 25 '31

Problems facing N.A.I.A. are outlined. P. H. Goodwin. Ins Field (Fire ed) 59:8+ Mr 20 '30; Same cond. Nat Underw 34:3 Mr 20 '30

Production points for agents writing $100,000 to $300,000. F. J. Lewis. Ins Field Daily ed 59:20 O 8 '30; Same. Nat Underw Convention no 34:9+ O 10 '30; Same. Weekly Underw 123:851 O 11 '30; Discussion. Ins Field Daily ed 59:15+ O 9; 40+ O 10 '30

Professional pride. W. M. Goodwin. Spectator 127:6 Jl 9 '31

Public spirited agents. W. L. Clapp. East Underw 31:50+ pt 2 D 5 '30

Qualification holds problems' answer. C. D. Livingston. Ins Field Daily ed 59:18+ O 9 '30; Excerpts. East Underw Extra ed 31:19 O 11 '30; Abstract. Nat Underw Convention no 34:22+ O 10 '30

Readjustment not over for insurance; abstracts. T. C. Moffatt. Weekly Underw 124:230-1 Ja 24 '31; East Underw 32:19-20 Ja 23 '31

Red hot and righteous! W. M. Goodwin. Spectator 125:26+ D 11 '30

Remote control; home office attitude toward accommodation lines and collections. W. M. Goodwin. Spectator 125:30+ O 30 '30

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Revised agency effort and expansion of side lines indicate progress in South. R. Daniel. Ins Field (Fire ed) 60:11 My 7 '31

Sales advice to New Jersey agents. F. V. Bruns. East Underw 31:21 F 28 '30

Securities that never go down. J. P. Collins. Ins Field (Fire ed) 59:43 Mr 13 '30

Seeks fewer companies and agents; abstracts. C. B. Smith. East Underw 31:19 Ag 22 '30; Spectator 125:21 Ag 21 '30

Sees new insurance era coming; abstracts. G. E. Turner. East Underw 31:38 My 30 '30; Nat Underw 34:42 My 22 '30; Weekly Underw 122:1362 My 31 '30

Sees vast improvement in business. C. B. Smith. Nat Underw 34:3+ Je 20 '30; Excerpts. Ins Field (Fire ed) 59:26-7 Jl 3 '30

Selecting a company to represent. P. H. Goodwin. Spectator 126:12-13 Ap 23 '31; Same abr. East Underw 32:34 Ap 17 '31; Same abr. Ins Field (Fire ed) 60:9-10 Ap 16 '31

Small accounts; the small city agent has to be a specialist in many lines. W. M. Goodwin. Spectator 124:29+ Ap 17 '30

Snapshot of a suburban agent's agency. H. L. Keyes. Spectator 127:7 Jl 2 '31

Some practical methods for overcoming small town blues. W. M Goodwin. East Underw 32:30+ Jl 3 '31

Southeastern separation problem still unsettled. Nat Underw 35:5 Ag 20 '31

Status of third party to contract. F. L. Gardner. Weekly Underw 124:230+ Ja 24 '31; Same. East Underw 32:22 Ja 23 '31

Suburban New York association of local agents ask that general agents be prohibited from writing business direct. Weekly Underw 125:63 Jl 11 '31

Suggests state examination of agents' accounts to detect misuse of company funds. W. S. Roberts. Weekly Underw 125:883 O 24 '31

Supplying the answer to the question, What is the matter with the business of insurance? abstracts. F. V. Bruns. Weekly Underw 123:96-7 Jl 12 '30; East Underw 31:24 Jl 11 '30; Nat Underw 34:3+ Jl 10 '30

System in selling. A. A. Klinko. East Underw 31:43 pt 2 D 5 '30

Tail can wag dog without bad results; development of general agency system. C. K. Drew. Weekly Underw 124:1016 Ap 25 '31

Takes liability a step farther; John Hancock mutual held liable in Connecticut for agent's automobile accident. Nat Underw 35:33 Ja 1 '31

Takes stand on general agent. J. G. Leigh. Nat Underw 35:29+ Ap 23 '31; Same. East Underw 32:38 Ap 24 '31

Teachings of experience; a profile of Eugene Oberdorfer. M. B. Hancock. Spectator 125:38-9 O 2 '30

Three ways for an agent to double his commissions. L. E. Falls. Spectator 126:8+ Mr 5 '31; Same. East Underw 32:21-2 Mr 6 '31

To the ladies! important factor in the local agency's personnel. W. M. Goodwin. Spectator 125:30-1 Jl 10 '30

Tribute to agency system. W. Quaid. Nat Underw (Extra ed) 35:4 Ag 15 '31; Same. Ins Field (Fire ed) 60:6 Ag 20 '31; Same cond. East Underw 32:20 Ag 21 '31

Trio of principles now unite agents; points emphasized at state conventions in South. Ins Field (Fire ed) 60:16 Jl 2 '31

Two ways to make more agency profit. A. L. Jenkins. Ins Field Daily ed 59:19+ O 8 '30; Discussion. 59:19+ O 10 '30

Voice over the telephone; better strategy needed in phone approaches. E. P. Hermann. Spectator 126:8-9, 12 Je 11 '31

Warns against toadstool evil. C. B. Smith. Nat Underw 34:5+ Ap 10 '30

Warns companies on direct writing and branch office use. W. B. Calhoun. East Underw 32:26 My 29 '31

Warns special agents who sneer at agency organizations. P. H. Goodwin. Nat Underw 34:3+ N 6 '30

Watch the weeds—a challenge to the brain orchard of America. C. T. Hubbard. East Underw Extra ed 32:15 pt 2 S 26 '31

Westchester agents ask assistance in test case to stop finance companies dictating placing of fire insurance. East Underw 31:23 My 2 '30

What local agents are doing to advance their interests as new year opens. F. Ransom. Weekly Underw 122:39+, 105-6+ Ja 4-11 '30

What the insurance agent means to you. P. D. Betterley. Credit Mo 32:27 Je '30

What's ahead for agents; abstracts. W. H. Bennett. Ins Field (Fire ed) 59:8+ N 27 '30; Weekly Underw 123:1212 N 29 '30

What's ahead for insurance. W. H. Bennett. Ins Field Daily ed 59:14+ O 9 '30

When agent himself is covered by insurance or by bond. East Underw 31:53 pt 2 D 5 '30

Why fear sells policies quicker than any other sales appeal. V. Wheeler. East Underw 31:49 Mr 7 '30

Women's influence on sales becomes increasingly important. R. C. Dreher. East Underw 31:29 N 14 '30

Would have all agents non-policy writers. Weekly Underw 122:34 Ja 4 '30

You can't paint a house with apple sauce; use the other fellow's shop talk. W. Potter. Spectator 125:27+ O 30 '30

Your business and friendships. W. M. Goodwin. Spectator 124:30-1 Mr 6 '30

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Insurance, Accident—Agents
Insurance, Casualty—Agents
Insurance, Fire—Agents
Insurance, Industrial—Agents
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Insurance, Surety and fidelity—Agents
Insurance, Workmen's compensation—Agents
Insurance brokers
Insurance companies—Branch offices

also American association of insurance general agents; Indiana association of insurance agents

Accounting

Form of policy record used with success by Kansas City broker. Weekly Underw 123:1078 N 8 '30

Keeping your records in order; agency accounting methods. H. U. Doebler. Spectator 124:6-7 sec 2 My 29 '30

Separate entries solve balance problem. Ins Field (Fire ed) 60:6 Jl 2 '31

Simple solution of agency accounting. F. H. Colquhoun. East Underw 31:23-4 pt 2 D 5 '30

Simple system of agency accounts. Weekly Underw 124:1310+ My 30 '31

This question of company balances. W. A. Freehoff. Spectator 126:7 F 5 '31

Advertising

Advertising expert stresses persistency as secret of successful agency publicity. C. B. Howard. Ins Field (Fire ed) 60:8 Ja 1 '31

Agency ad tie-ups with companies. S. G. Johnson. East Underw 31:21-2 pt 2 D 5 '30

Building up a local agency. J. W. Mason. Spectator 124:34-5 F 6; 29+ Mr 6; 27+ Ap 3; 28-9 My 1 '30

Demonstrate direct mail is profitable. R. E. Olmsted. Nat Underw (Life ed) 35:16 F 13 '31

Don't stop advertising. H. E. Taylor. Spectator 124:31-2 Je 26 '30; Same. Ins Field (Fire ed) 59:16 Je 19 '30

Every agency regardless of its size can profit by use of intelligent advertising. M. P. Luthy. Weekly Underw 125:931+ O 31 '31

Fair booth and office window displays used by Todd insurance agency, Bad Axe, Mich. il Weekly Underw 122:734 Mr 22 '30

Helping competitors by shouting continually how undesirable their protection is. W. W. Ellis. Weekly Underw 124:49 Ja 3 '31

Insurance advertising. R. C. Dreher. East Underw 31:17+ Ag 15 '30

It seems there were two insurance agents—tying-up experience with modern advertising. C. E Rickerd. Weekly Underw 123:38-9 Jl 5 '30

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Local agency slogans that bring results. J. W. Longnecker. East Underw 32:23+ Mr 20 '31

Managing the advertising budget. R. H. Monaghan. Spectator 124:10 sec 2 My 29 '30

Multiple line agency advertising. Spectator 126:14 Ja 1 '31

Possibilities of radio as advertising medium for local agents. C. E. Rickerd. Ins Field (Fire ed) 59:8 D 11 '30

Practical details of direct mail agency advertising plan. A. V. Livingston. Ins Field (Fire ed) 60:6+ Mr 19 '31

Readers of advertisements like to see their own problems presented rather than agent's. Weekly Underw 122:1553 Je 21 '30

Selling through direct mail. J. W. Mason. Spectator 123:30-1 N 28 '29

Shall the local agent use radio advertising? C. E. Rickerd. East Underw 32:31+ Jl 24 '31

Some do's and dont's for the local agent who advertises. C. E. Rickerd. East Underw 31:46 S 26 '30

Urges use of direct-by-mail ads. R. C. Dreher. East Underw 32:24+ S 11 '31

What has an agency to advertise? B. D. Cole. il East Underw 31:51 pt 2 D 5 '30

Agency management

Agency office arrangement that furnishes ease of operation and pleasing appearance. il plan Weekly Underw 122:928-9 Ap 12 '30

Building up a local agency. J. W. Mason. il Spectator 124:33-4+ Ja 9; 34-5 F 6; 29+ Mr 6; 27+ Ap 3; 28-9 My 1; 27-8 Je 12; 125:26-7 Jl 10; 25+ Ag 7; 25+ S 4; 27-8 N 13; 30-1 D 25 '30

Changes made in agency to place production on profitable basis. G. J. Lieber. Ins Field (Fire ed) 59:8+ Ja 30 '30

Duties of manager in average agency and how to select staff. J. L. Conner. Ins Field (Fire ed) 59:12 N 6 '30

Everyday problems of agency management. W. E. McKell. Weekly Underw 122:1371+ My 31 '30

How to make an insurance business grow even in an old New York suburban field. R. E. Thompson. il Weekly Underw 124:131-2 Ja 10 '31

How to meet local agency problems. A. C. Stevens. Weekly Underw 122:805-6+ Mr 29 '30

Letterheads agents use. J. W. Longnecker. East Underw 31:36 Ap 11 '30

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Commissions

Acquisition cost hearings in Chicago. Spectator 124:27+ Je 19 '30; East Underw 31:1+ Je 20 '30; Ins Field (Fire ed) 59:9-10+ Je 19 '30; Weekly Underw 122:1473, 1487+, 1522, 1544-5 Je 14-21 '30

Acquisition cost situation in Canada; abstracts. R. L. Foster. Spectator 125:19 S 4 '30; East Underw 31:26 Ag 29 '30

Agent's challenge. W. H. Bennett. Ins Field (Fire ed) 59:9+ Je 26 '30

Agents shy at W.U.A. commission scheme; fees to be paid to non-policy writers. Ins Field (Fire ed) 59:9 Ag 14 '30

Contingent plan for Milwaukee. Nat Underw 34:5 N 27 '30

Earned income credits for life general agents. Nat Underw (Life ed) 35:10 Ja 9 '31; East Underw 32:1+ Ja 9 '31

General agents seek income tax change. East Underw 31:29 Ag 29 '30; Weekly Underw 123:448 Ag 30 '30

Governing committee of W.U.A., facing evils of N.P.W. agents, proposes definite stand. Ins Field (Fire ed) 59:9 Je 5 '30; Nat Underw 34:3+ Je 5 '30

Michigan agents would limit branch office costs. East Underw 31:26 F 28 '30

New I.U.B. rules to protect agents. Weekly Underw 123:1214 N 29 '30

Non-policy writers can't be abolished now. G. J. Lieber. Nat Underw 34:6 Je 5 '30

N.P.W. war started by Detroit agents. Ins Field (Fire ed) 59:10 Je 5 '30

Pennsylvania ass'n would limit agencies. East Underw 31:26 F 28 '30

Presidential address and report. C. B. Smith. Ins Field Daily ed 59:15-16 O 8 '30; Same. East Underw Extra ed 31:11-12 O 11 '30

Proposes 5 per cent for agent on chain stores. C. B. Smith. Nat Underw 34:5 Ap 24 '30

Resident agent law strictly construed in Florida. F. H. Davis. East Underw 31:31 O 24 '30; Same. Ins Field (Fire ed) 59:11-12 O 23 '30; Abstract. Nat Underw 34:5+ O 16 '30

Services of agents held basis for pay; abstracts. E. J. Schofield. Ins Field (Fire ed) 60:27-8 Ja 22 '31; Nat Underw 35:39+ Ja 22 '31

Services rendered by agents justify commissions received. C. B. Smith. Ins Field (Fire ed) 59:8+ Mr 6 '30

Set dates for cost hearings. Nat Underw 34:3+ Ap 17 '30

Uniform commission bill in Pennsylvania. Ins Field (Fire ed) 60:9 Ap 9 '31

Views on acquisition costs. W. H. Bennett. East Underw 31:18+ My 9 '30

Warnings against excess commissions versus company profits. L. A. Stone. Ins Field (Fire ed) 59:8+ Ja 9 '30

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Costs

Acquisition cost in country agency. W. F. Alexander. Nat Underw 34:13 Ag 21 '30

Agency cost sheet of the National association. Nat Underw 34:35 F 6 '30; Weekly Underw 122:600-1 Mr 8 '30

Agency's profit is unknown without accurate cost analysis. L. B. Scheuer. Ins Field (Life ed) 60:6+ Mr 20 '31

Future needs of managers in life field. O. S. Cummings. Ins Field Daily ed 59:16+ S 25 '30; Same abr. Nat Underw (Life ed) Daily ed 34:18+ S 25 '30

Giberson agency percentages. Nat Underw 34:31 Ja 30 '30

Giberson's annual analysis of agency. Ins Field (Fire ed) 60:7 Ja 15 '31; Nat Underw 35:10 Ja 15 '31

Rents and salaries in 100 cities. H. E. Niles. System 57:507+ Je '30

Rents and salaries in U. S. agencies are surveyed by Bureau. Ins Field (Life ed) 59:6 Ja 31 '30

Results of cost questionnaires in New York state. G. T. Amsden. East Underw 31:36 My 23 '30; Same. Weekly Underw 122:1303 My 24 '30

Study on agency costs published by Life insurance sales research bureau. Spectator 120:19+ Je 25 '31; Same. Nat Underw (Life ed) 35:14 Je 26 '31

What the local agents' better business methods committee seeks to accomplish. Weekly Underw 122:735 Mr 22 '30

Irregular agents

Agencies fighting mail order competition by more efficiency. M. M. Lent. East Underw 32:36 Jl 3 '31

Anti-mail order campaign starts; Denver chamber of commerce offers agents assistance. Nat Underw 35:3+ Je 11 '31

Bank of America national trust and savings association to withdraw entirely from agency ranks. East Underw 31:22 N 7 '30; Excerpts. Nat Underw 34:4 N 6 '30; Weekly Underw 123:1071 N 8 '30

Loan companies as agents condemned. W. Murdoch. Ins Field (Los Angeles Conv Daily ed) 60:23+ S 25 '31

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Meeting problem of mail order insurance competition with agency co-operation. F. R. Crumpton. Weekly Underw 123:453-4 Ag 30 '30

Opposed to bank agencies. W. Kurth. East Underw 32:30 Ag 14 '31

Withdrawal of banks from agency field comes as climax to ten years' struggle. Ins Field (Fire ed) 59:10 N 20 '30

Law

Agency qualification proposed for California. Spectator 125:31 O 2 '30

Agents' qualification bill arouses opposition; House bill 912 in New York. Weekly Underw 124:465 F 21 '31

Agents' qualification bill, favored by agents and brokers and opposed by companies, passes in New York legislature. Weekly Underw 124:893 Ap 11 '31

Agents' qualification bill killed at Albany. East Underw 31:24 Ap 25 '30

Claim expirations in injunction suit at St Joseph. Nat Underw 35:3+ O 8 '31

Companies fight New York action. Nat Underw 35:3+ Ap 16 '31

Companies given prior creditors' rights to expirations of bankrupt Georgia agency. Ins Field (Fire ed) 60:8+ S 10; 6 S 17 '31

Connecticut courts on revocation of license. Weekly Underw 124:150 Ja 10 '31

Corporation may act as licensed agent; Texas state board reversed. East Underw 32:22 Ag 7 '31

D. of C. code is poor model for qualification legislation. C. B. Smith. Nat Underw 34:5+ My 15 '30

Encroachment of trust companies and others upon the insurance field. L. Dort. Ins Field (Fire ed) 60:9+ Je 18 '31

Establish insurance law in credit action; status of agent. Weekly Underw 124:752 Mr 21 '31

Favors agency qualification laws. P. H. Goodwin. Spectator 123:24 N 14 '29

For whom does the insurance agent act? J. Simpson. East Underw 31:32-3+ pt 2 D 5 '30

Gov. Roosevelt vetoes N. Y. qualification bill. East Underw 32:18+ Ap 24 '31; Weekly Underw 124:1009 Ap 25 '31

High court to pass on question covering agent. Weekly Underw 124:498 F 21 '31

Importance and need of properly qualified agents; abstracts. C. C. Greer. East Underw 32:20 S '31; Weekly Underw 125:552+ S 19 '31

Law for qualifying agents; text. Spectator 124:3+ Ap 17 '30; Discussion. 124:35 My 8 '30

Life company is held for accident caused by its agent; Philadelphia court assesses John Hancock $22,500. Weekly Underw 125:88 Jl 11 '31; Spectator 127:41 Jl 9 '31; Nat Underw 35:33 Jl 30 '31

May ask Attorney-general of Ohio to reconsider rule; license matter unsettled. Nat Underw 35:28+ Jl 23; 14, 31 Jl 30 '31

Michigan agents deplore fire and casualty situation. R. R. Wolfe. Spectator 124:26 Ap 10 '30

National association of insurance agents favor qualification law. Spectator 124:28 Mr 13 '30

Need of an agency qualification law widely recognized. R. R. Wolfe. Spectator 124:3+ Mr 6; 29 Mr 20 '30

New Florida qualification law has enforcement angle. Nat Underw 35:6 Jl 23 '31

New Jersey underwriters strongly favor agency qualification law. Spectator 124:29 F 27 '30

N. Y. agents support qualification bill offered at Albany. East Underw 32:22+ F 20 '31

Pennsylvania agents want qualification law. E. S. Banks. Spectator 124:20-1 Ap 3 '30

Pennsylvania license statute is amended. East Underw 32:21 N 6 '31; Ins Field (Fire ed) 60:10 N 5 '31

Proposes changes in qualification laws in California. F. L. Guerena. Ins Field (Fire ed) 59:12 N 13 '30

Qualification law for New York to be sought next year. East Underw 32:26+ My 8 '31

Qualified agents a vital need. W. Thornton. Spectator 124:31 Mr 27 '30

Reasons for opposition of the National board of fire underwriters to qualifications laws. Weekly Underw 122:1103 My 3 '30

Resident agent law strictly construed in Florida. F. H. Davis. East Underw 31:31 O 24 '30; Same. Ins Field (Fire ed) 59:11-12 O 23 '30; Abstract. Nat Underw 34:5+ O 16 '30

Rights of agents representing building and loan associations defined in Missouri. Weekly Underw 124:906 Ap 11 '31

State insurance commissioner on an agency qualification law. C. A. Lee. Spectator 124:33 Ap 24 '30

To enforce new agency laws in Florida. W. V. Knott. Ins Field (Fire ed) 59:15 My 1 '30

Vital need of the fire and casualty business—agency qualification law. T. J. V. Cullen. Spectator 124:5-6 F 27 '30

Why companies fight qualification bills. F. Hoadley. East Underw 32:30 Mr 6 '31

Multiple line selling

Get allied lines when iron is hot. C. T. Hubbard. Nat Underw 35:8+ Mr 5 '31

Group may have a life company. Nat Underw 34:5 Ag 21 '30; Same. Nat Underw (Life ed) 34:5 S 5 '30

Large premium yields in sideline covers await live agents. U. M. Lelli. Ins Field (Fire ed) 59:43-4 Je 12 '30

Life insurance affords handsome extra income. W. E. Webb. Nat Underw (Life ed) 34:5 N 14 '30

Rumor that fire company group definitely seeks life insurance connection points to possible important change in operations. Nat Underw 34:3+ Ap 17 '30; Same. Nat Underw (Life ed) 34:3 Ap 25 '30

Salesmen in insurance should handle all lines and become counsellors for their insured. R. H. Beard. Nat Underw 35:27 Jl 9 '31

Records

Claim expirations in injunction suit at St Joseph. Nat Underw 35:3+ O 8 '31

Companies given prior creditors' rights to expirations of bankrupt Georgia agency. Ins Field (Fire ed) 60:8+ S 10; 6 S 17 '31

Contract reform Chapman lesson. Nat Underw 35:3+ F 26 '31

Ponder ownership of expirations. Weekly Underw 123:1211 N 29 '30

Rights of agents upheld in court; even in bankrupt cases, daily reports are not company property. Nat Underw 35:3+ F 19 '31; Ins Field (Fire ed) 60:9-10 F 19 '31

Selection

Agents speculate on assertion by Dunham on selection of agents. Weekly Underw 122:461-2 F 22 '30

How to pick your insurance agent. J. W. Longnecker. System 58:35+ Jl '30

Those entering insurance as agents should have a reason, not an excuse. W. H. Evert. Weekly Underw 124:51 Ja 3 '31

What is the yardstick for selecting local agents? B. D. Cole. Ins Field (Fire ed) 60:6 Ag 27 '31

Show windows

Some of the effective plans used by Mills-Muller corporation for their window displays. il Weekly Underw 123:180 Jl 26 '30

Your window displays. M. B. Hicks. Spectator 124:9+ sec 2 My 29 '30

Training

Cravens, Dargan & co. tell of the success with their second school for local agents. Weekly Underw 123:179-80 Jl 26 '30

Educational movement is making real progress. Nat Underw 35:5 Jl 9 '31

INSURANCE as a profession

Insurance as a career. F. H. Sherriff. 184p Pitman '31

INSURANCE as a profession—*Continued*

Life insurance as a career. L. S. Lindsay. East Underw 32:11-12 Ap 3 '31; Excerpts. Nat Underw (Life ed) 35:5-6 Ap 3 '31; Weekly Underw 124:794+ Mr 28 '31

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Valuation issue is a vexing one. Nat Underw 35:3+ O 29 '31

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IOWA academy of science

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Cast iron
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Iron, Sponge
Iron, Stainless
Iron alloys
Iron founding
Iron industry and trade
Iron metallurgy
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Corrosion

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Mine rescue work
Respiratory apparatus
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Optics
Photochemistry
Photoelasticity
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also subdivision Manufacture under names of manufactured articles, e.g. Automobiles—Manufacture; Leather—Manufacture; Pottery—Manufacture; Rubber—Manufacture; Sugar—Manufacture and refining; Toys—Manufacture

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Metric system
Micrometers
Photometry
Physical measurements
Pitometer
Pyrometers and pyrometry
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Plating

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Cutting tools
Drilling and boring (metal working, etc.)
Electric cutting
Gear cutting
Lubrication and lubricants (cutting and grinding)
Machine tools
Milling
Milling cutters
Oxyacetylene cutting
Saws
Screw machines
Shears (machines)
Steel cutting
Thread cutting
Threading machines
Tool steel

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See also

Grinding
Japanning
Lacquer and lacquering
Lapping
Polishing

Cost

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Floods
Fog
Humidity
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See also

Cocaine
Drug habit
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Morphine
Opium

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Coloring matter of narra wood. C. D. Mell. il Textile Col 52:752-3 N '30

NASH motors company

Maintains profit margin. Barron's 11:10 Ap 20 '31

Nash keeps unit profit up by keeping overhead down. Business Week p8 My 13 '31

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Evidence of stagnation during deglaciation of the Nashua valley. T. C. Brown. il Am J Sci 5th ser 19:359-67 My '30

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Water supply

Nashville filtration plant. il Pub Works 62:37-8 Ja '31

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Annual report, 79th, year ended Dec. 31, 1929. Comm & Fin Chr 130:3152-3 My 3 '30

Discontinues motor coach service. il map Ry Age 89:891-2 sec 2 O 25 '30

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Acquisition by the Tennessee electric power co. approved. Comm & Fin Chr 131:2537 O 18 '30

NATION planning

Landesplanung und industrielle entwicklung im Rheinland. H. Ehlgötz. il plans maps Zeit Ver Deutsch Ing 75:817-26 Je 27 '31

NATIONAL academy of sciences

Annual meeting, Washington, April 28-30. Science 71:513-18, 543-6 My 16-23 '30

NATIONAL academy of sciences—*Continued*

Autumn meeting, California, Sept. 18-23; abstracts of papers. Science 72:372-8, 402-8 O 10-17 '30

Officers elected. Science 73:490 My 8 '31

NATIONAL advertising. See Advertising, National

NATIONAL advisory committee for aeronautics. See United States—National advisory committee for aeronautics

NATIONAL advisory health council

Meeting of the National advisory health council. Science 73:412-13 Ap 17 '31

NATIONAL air transport, inc.

Net gains are rapid. Barron's 10:7 Mr 24 '30

NATIONAL air travelers association

New service organization. Nat Underw 34:39+ Mr 13 '30

NATIONAL arboretum

National arboretum. F. V. Coville. Science 71:176-8 F 14 '30

NATIONAL association of accident and health managers

Annual convention, 1st, Chicago, June 5-6. Spectator 124:35+ Je 12 '30; Weekly Underw 122:1447, 1518+ Je 7-14 '30

Annual convention, 2d, Detroit. Nat Underw 35:29+ Je 4 '31; Ins Field (Fire ed) 60:9+ Je 4 '31; Spectator 126:35+ Je 11 '31

NATIONAL association of broadcasters

Annual convention, Detroit. Ptr Ink 157:71-2+ N 5 '31

NATIONAL association of casualty and surety agents

Casualty agents press forward. Spectator 125:39 sec 2 D 11 '30

Joint meeting with International association of casualty and surety underwriters, White Sulphur Springs, Oct. 1-2. Spectator 125:3+ O 2; 40-1 O 9 '30; Weekly Underw 123:810+ O 4 '30; East Underw 31:37-8 O 3; 37 O 10 '30; Ins Field (Fire ed) 59:10+ O 2; 13+ O 9 '30; Nat Underw 34:35+ O 2; 33+ O 9 '30

Joint meeting with International association of casualty and surety underwriters, White Sulphur Springs, Sept. 29-Oct. 1. Spectator 127:7+ O 1; 14-15 O 8 '31; Ins Field (Fire ed) 60:7+ O 8 '31; Nat Underw 35:31+ O 8 '31; Weekly Underw 125:693+ O 3 '31

National association an active liaison between home office and field. W. G. Wilson. Spectator 123:25+ sec 2 D 12 '29

NATIONAL association of cost accountants

International cost conference, Syracuse, June 16. Factory & Ind Management 80:69-70 Jl '30

International cost conference, 12th, Pittsburgh, June 15-18. Factory & Ind Management 82:68-9 Jl '31

NATIONAL association of cotton manufacturers

Annual convention, Poland Springs, Maine, Oct. 10-11. Textile World 78:1922-75 O 18 '30; Comm & Fin 19:1979 O 15 '30

Annual convention, Providence, R. I. Oct. 7-8. Textile World 80:1396-1404, 1513 O 10-17 '31; Comm & Fin 20:1532 O 14 '31

Arkwright club-N.A.C.M. consolidation. Textile World 79:427 Ja 31 '31

History of N.A.C.M. L. Baylies. pors Textile World 77:2666-9 My 3 '30

Semi-annual meeting, Boston, April 30-May 1. Comm & Fin 19:949+ My 7 '30

NATIONAL association of credit men

Annual convention, 36th, Boston, June 22-27. Credit & Fin Management 33:18-21+ Jl '31

Driving ahead in 1930 on the credit protection fund. Credit Mo 32:23 F '30

Henry H. Heimann selected as executive manager. Credit & Fin Management 33:7+ Ag '31

Now more than ever the need for clean credit practice. H. H. Heimann. Credit & Fin Management 33:11+ S '31

Business service committee

Business service—the magic wand of business. F. J. Nichols. Credit Mo 32:18-22 Jl '30

Rehabilitating Mrs. Fredericks. Credit & Fin Management 33:27+ S '31

To teach retailers better ways of conducting business; National association of credit men inaugurates Business Service program. L. F. Rosenberger. Ptr Ink 149:135-6+ D 26 '29

Fraud prevention department

Broadsides into the fraud sides of American business. il Credit Mo 33:24 Ja '31

NATIONAL association of farm equipment manufacturers

Annual convention, 37th, Chicago, Oct. 8-10. Steel 87:24 O 16 '30; Iron Age 126:1105 O 16 '30

NATIONAL association of finance companies

Annual meeting, 6th, Chicago. Automotive Ind 61:781-3+ N 30 '29

Annual convention, Chicago. Automotive Ind 63:781-3 N 29 '30

NATIONAL association of fittings manufacturers

Manufacturers' association adopts code of ethics. Dom Eng 130:101-2 Ja 25 '30

NATIONAL association of flat rolled steel manufacturers

Annual meeting, 3d, White Sulphur Springs, W. Va., June 16-18. Iron Age 125:1899-1902 Je 26 '30

Annual convention, White Sulphur Springs, April 30-May 2. Iron Age 127:1537-8 My 7 '31; Steel 88:25-6 My 7 '31

NATIONAL association of foremen

Annual convention, 7th, Toledo, June 6-7. Factory & Ind Management 80:68-9 Jl '30; Mach 36:895-6 Jl '30

NATIONAL association of hosiery and underwear manufacturers

Annual meeting, Philadelphia. Textile World 77:3003-6 My 17 '30

Annual convention. Textile World 79:1769-72 Ap 18 '31

Full-fashioned group (proposed)

Questionnaire asks trade view on new F.-F. hosiery group plan. Textile World 77:1753 Mr 22 '30

NATIONAL association of ice industries

Annual convention, 12th, Boston, Nov. 12-15. Refrig W 64:11-18 N '29

Annual meeting, 13th, Milwaukee, Nov. 18-21. Refrig W 65:7-14 D '30

Executive committee holds important meeting in Chicago. L. C. Smith. Refrig W 64:21-4 D '29

NATIONAL association of insurance agents

Administration report. P. H. Goodwin. East Underw Extra ed 32:8+ pt 2 S 26 '31; Same. Ins Field (Los Angeles Conv Daily ed) 60:9+ S 23 '31; Excerpts. Nat Underw Conv no 35:9+ S 25 '31; Weekly Underw 125:643+ S 26 '31

Administration report. P. H. Goodwin. Ins Field (Fire ed) 60:8-9+ Mr 19 '31; Excerpts. East Underw 32:32+ Mr 20 '31; Nat Underw 35:3+ Mr 19 '31; Spectator 126:27+ Mr 19 '31

Advantages of cooperation with N.A.I.A. in protection of American agency system. P. H. Goodwin. Ins Field (Fire ed) 59:10-11 Ag 7 '30; Excerpts. Spectator 125:19 Ag 7 '30

Annual convention, 35th, Dallas, Texas, Oct. 8-10. Ins Field Daily ed 59:13-60 O 8; 13-60 O 9; 13-60 O 10 '30; Nat Underw Convention no 34:7+ O 10 '30; East Underw Extra ed 31:3-25 O 11 '30; Spectator 125:22-3+ O 16 '30; Weekly Underw 123:841+ O 11 '30

Annual convention, 36th, Los Angeles, Sept. 23-25. East Underw Extra ed 32:3-26 pt 2 S 26 '31; Ins Field (Los Angeles Conv Daily ed) 60:9-40 S 23; 9-40 S 24; 40 S 25 '31; Nat Underw Conv no 35:7-40 S 25 '31; Spectator 127:16-17+ O 1 '31; Weekly Underw 125:641+ S 26 '31

Companies as well as members appreciate splendid work being done. W. H. Bennett. Spectator 123:24+ sec 2 D 12 '29

Has 12,288 agencies. Spectator 125:23 S 11 '30

NATIONAL association of insurance agents —*Continued*

Mid-year conference, Charlotte, N.C., March 19-20. Spectator 124:3+ Mr 27 '30; Nat Underw 34:3+ Mr 20 '30; Weekly Underw 122:721+ Mr 22 '30

Mid-year convention, Nashville, Tenn., Mar. 18. Weekly Underw 124:723+ Mr 21 '31; Ins Field (Fire ed) 60:7-9 Mr 26 '31; Spectator 126:8+ Mr 26 '31

Organized agents favor western pact. W. H. Bennett. Weekly Underw 122:27+ Ja 4 '30

Preserving the agency system. Spectator 125: 26+ sec 2 D 11 '30

Presidential address and report. C. B. Smith. Ins Field Daily ed 59:15-16+ O 8 '30; Same. East Underw Extra ed 31:11-13 O 11 '30; Abstracts. Nat Underw Convention no 34: 8+ O 10 '30; Spectator 125:23+ O 16 '30

Walter H. Bennett, ten years with N.A.I.A. J. M. Francis. Ins Field (Fire ed) 59:8+ My 29 '30

NATIONAL association of life underwriters

Annual address of president. S. T. Whatley. East Underw Extra ed 31:12+ S 27 '30; Same. Ins Field Daily ed 59:8-9+ S 24 '30; Same cond. Nat Underw (Life ed) Daily ed 34:6 S 24 '30

Annual convention, 41st, and international convention, 4th, Toronto, Sept. 24-26. East Underw Extra ed 31:3-34 S 27 '30; Ins Field Daily ed 59:7-38 S 24; 7-38 S 25; 7-38 S 26 '30; Nat Underw (Life ed) Daily ed 34:5-32 S 24; 5-32 S 25; 5-34 S 26 '30; Weekly Underw 123:689+ S 27 '30; Spectator 125:8-12 O 2 '30

Annual convention, 42d, Pittsburgh, Sept. 23-25. East Underw Extra ed 32:3-26 S 26 '31; Ins Field (Pittsburgh Conv Daily ed) 60:7-30 S 23; 7-20 S 24; 7-30 S 25 '31; Nat Underw (Life ed) Daily ed 35:7-32 S 23; 7-32 S 24; 7-32 S 25 '31; Spectator 127:8-12 O 1 '31; Weekly Underw 125:609-25 S 26 '31

Annual report of managing director. R. B. Hull. East Underw Extra ed 31:13+ S 27 '30; Same. Nat Underw (Life ed) Daily ed 34:13-14 S 24 '30; Same. Ins Field Daily ed 59:9+ S 24 '30

Building public confidence in the field. Spectator 125:27-8+ sec 2 D 11 '30

Era of the second 20,000 members and the second $100,000,000,000 insurance. R. B. Hull. Spectator 123:26+ sec 2 D 12 '29

George E. Lackey names standing committees. East Underw 31:15 N 21 '30; Same. Nat Underw (Life ed) 34:8 N 21 '30

Mid-year meeting of the executive committee, Atlantic City, May 1-2. Ins Field (Life ed) 60:5-6+ My 8 '31

Reports on unprecedented progress. R. B. Hull. Ins Field (Life ed) 59:6+ Mr 21 '30

NATIONAL association of manufacturers of the United States

Annual meeting, 35th, New York city, Oct. 6-9. Am Ind 31:5-64 O '30

Unemployment conditions considered by National association of manufacturers. Eng N 107:743 N 5 '31

NATIONAL association of master plumbers

Annual convention, 48th, Boston. Dom Eng 132:52-8+ Jl 12 '30

Annual meeting, 49th, Milwaukee, June 23-25. Dom Eng 136:116-30+ Jl 11 '31

Officers and directors favor permanent office for plumbers' national association. Dom Eng 134:141-3 F 7 '31

Permanent national office offers many advantages. G. H. Drake. Dom Eng 135:100+ My 2 '31

President names directors. Dom Eng 136:96+ S 19 '31

Women's auxiliary 12th annual convention, Boston, June 23-26. Dom Eng 132:190-1+ Jl 12; 158-9+ Jl 26 '30

NATIONAL association of motor bus operators

Annual convention, 4th, Chicago, Sept. 25-26. Bus Transportation 9:542-4 O '30

Annual convention, 5th, Atlantic City, Sept. 28-29. Bus Transportation 10:503-6 O '31; Aera 22:591-2 O '31; Elec Ry J 75:603 O '31

Code of principles. Ry Age 88:534 sec 2 F 22 '30

NATIONAL association of motor coach traffic managers

Traffic men form association. Bus Transportation 9:360 Je '30

NATIONAL association of mutual casualty companies

Annual meeting, Atlantic City. Nat Underw 34:32+ D 11 '30

NATIONAL association of mutual insurance companies

Joint convention with Federation of mutual fire insurance companies. Nat Underw 35: 5+ O 8 '31

NATIONAL association of ornamental iron and bronze manufacturers

Annual convention, Baltimore. Manuf Rec 98: 53 O 16 '30

NATIONAL association of paint distributors

Given scheme of cost control at 16th annual convention, New York, Feb. 24-26. Oil Paint & Drug Rep 117:21+ Mr 3 '30

NATIONAL association of plumbing and heating salesmen

National association of plumbing and heating salesmen; what it stands for. W. W. Morgan. Dom Eng 129:67-8 N 16 '29

NATIONAL association of power engineers

Annual convention, 48th, Cleveland, Sept. 8-12. Power Pl Eng 34:1134-7 O 1 '30

NATIONAL association of practical refrigerating engineers

Annual convention, 20th, Pittsburgh, Nov. 4-8. Power 70:773-4 N 12 '29; Refrig W 64:19-20 N '29

Annual convention, 21st, Memphis, Tenn., Nov. 11-14. Power 72:912 D 2 '30; Refrig W 65:15-17 D '30

NATIONAL association of purchasing agents

Annual international convention, 15th, Chicago, June 16-19. Iron Age 125:1909-10 Je 26 '30; Iron Tr R 86:63-4 Je 26 '30

NATIONAL association of railroad and utilities commissioners

Annual convention, 43d, Richmond, Va. Oct. 20-23. Ry Age 91:680-2 O 31 '31; Elec W 98: 816-19 N 7 '31; N E L A Bul 18:750-1+ N '31

Association of commissioners grows a left wing. D. Lay. Pub Util 8:579-85 N 12 '31

Convention, Charleston, S. C., Nov. 11-15. Ry Age 89:1091-6 N 22 '30; Bus Transportation 9:668 D '30; Elec W 96:936 N 22 '30; N E L A Bul 17:775-6+ D '30; Pub Util 6: 815-18 D 25 '30

NATIONAL association of railroad tie producers

Annual convention, 12th, Memphis, Tenn., April 29-May 1. Ry Age 88:1122-8 My 10 '30

Annual convention, 13th, West Baden, Ind. May 5-7. Ry Age 90:985-8 My 16 '31

NATIONAL association of real estate boards

Annual convention, 24th, Baltimore, May 27-30. Am Bld 51:84+ Jl '31

NATIONAL association of sheet metal contractors

Annual convention, 26th, Pittsburgh, June 10-13. Sheet Metal Worker 21:365-7+ Je 13 '30

Annual convention, 27th, Chicago, May 13-15. Sheet Metal Worker 22:320-3 My 29 '31

NATIONAL association of sheet metal distributors

Metal branch of National hardware association becomes an affiliated entity with own officers. Iron Age 125:1557-8 My 22 '30; Iron Tr R 86:75 My 22 '30; Sheet Metal Worker 21:337+ My 30 '30

Semi-annual meeting, Atlantic City, Oct. 21. Sheet Metal Worker 21:666-7 O 31 '30

NATIONAL association of waste material dealers

Annual meeting, 18th, Chicago, Mar. 17-18. Paper Tr J 92:13+ Mr 26 '31

NATIONAL association of wool manufacturers

Bulletin, 1930. W. Humphreys and J. B. McPherson, eds. v60 522p pa $2 National association of wool manufacturers, 80 Federal st, Boston '30

NATIONAL association of woolen and worsted overseers
Annual meeting, 46th, Boston, Nov. 16. Textile World 76:3047 N 23 '29
Annual meeting, 47th, Boston, Nov. 15. Textile World 78:2467 N 22 '30
Spring meeting, Rocky Point. Textile World 77:3145 My 24 '30

NATIONAL automobile chamber of commerce
Association award won by N. A. C. C. for cross-licensing patent plan. Automotive Ind 62:724 My 10 '30
Export leaders map world trade effort. L. Peat. il Automotive Ind 63:289-91+ Ag 30 '30
Motor industry leans hard on its trade association. Business Week p18-19 D 31 '30

NATIONAL automobile underwriters' association
Announce lineup of reorganized auto association. Nat Underw 34:9 Ap 3 '30
Annual meeting, 1st, New York, Dec. 9. Ins Field (Fire ed) 59:9+ D 11 '30; East Underw 31:48 D 12 '30
Auto insurance is strengthened; first year's operations. Nat Underw 35:3+ Ja 22 '31
Automobile crisis not considered likely. East Underw 31:26+ O 10 '30
Bissell elected president at organization meeting. East Underw 31:20 F 28 '30; Nat Underw 34:3+ F 27 '30
Explains new finance rules of auto ass'n. W. H. Griffith. East Underw 31:26 Ap 25 '30
Gains strength first year after reorganization. East Underw 32:54 My 22 '31
Give and take attitude best; secret to solution of problems. Nat Underw 34:5+ Jl 31 '30
New nation-wide automobile fire association. E. N. Eager. East Underw 31:3-4+ pt 2 My 9 '30

NATIONAL banks. See Banks and banking, National

NATIONAL beet growers' association
Organization. Comm & Fin Chr 131:1199 Ag 23 '30

NATIONAL better business bureau, inc.
Better business bureau is sued by manufacturer of battery fluid. Oil Paint & Drug Rep 119:19+ Mr 23 '31
Bureau to make better business conditions. East Underw 31:8 Mr 7 '30
War on unethical advertisers is advanced. Ptr Ink 150:109-10 F 27 '30

NATIONAL biscuit company
Annual report, 32d, year ended Dec. 31, 1929. Comm & Fin Chr 130:615 Ja 25 '30
Biggest year in 1929. Barron's 10:16 Ja 13 '30
Controlled distribution insures freshness of retail stocks. F. Beers. il map Food Ind 2:550-3 D '30
Fortune from Uneedas; net earnings quadrupled in a decade. Barron's 11:26 Mr 2 '31
Good year in 1930. Barron's 11:26 Ja 26 '31
Listing. Comm & Fin Chr 130:3556 My 17 '30
Most popular investment issues in Wall Street. Mag of Wall St 46:118 My 17 '30
Opportunities in companies which have paid dividends for 25 years or more. Mag of Wall St 46:804-5 S 20 '30
Two leading biscuit makers compared. J. C. Clifford. il Mag of Wall St 47:234-5+ D 13 '30

NATIONAL board of fire underwriters
Annual meeting, 64th, New York city, May 22. Ins Field (Nat bd no) 59:3+ My 23 '30; East Underw 31:23-4 My 23 '30; Weekly Underw 122:1281 My 24 '30
Annual meeting, 65th, New York city, May 28. Ins Field (Nat Bd no) 60:3-26 My 29 '31; Weekly Underw 124:1297-8 My 30 '31; Spectator 126:6-7+ Je 4 '31; East Underw 32:1+ Je 5 '31
Decreasing loss decreases cost to the buyer of insurance. W. E. Mallalieu. il Credit & Fin Management 33:22-3+ Mr '31
Noteworthy achievements of past year. W. E. Mallalieu. Spectator 123:22 sec 2 D 12 '29
Personnel of National board committees. East Underw 32:18 Je 26 '31
Sixty-four years of splendid service. Spectator 125:20-1 sec 2 D 11 '30
Standing committees of National board. Spectator 124:25 Je 12 '30

NATIONAL brick manufacturers' association
Annual convention, 44th, Memphis, Tenn., Feb. 4-6. Brick & Clay Rec 76:175-7 F 11 '30
Merges with A. C. S. Brick & Clay Rec 78: 251-2 Mr 10 '31
Merged with Heavy clay products division of American ceramic society

NATIONAL brands. See Advertising, National

NATIONAL broadcasting company
Radio's N.B.C. J. W. Shaver. il Factory & Ind Management 79:59-61 Ja '30

NATIONAL builders' supply association
Comprehensive code of ethics. Manuf Rec 97: 84 Ja 23 '30

NATIONAL bureau of aviation employment, inc.
Aviation employment. J. M. Swaab. Airway Age 11:930 Jl '30

NATIONAL bureau of casualty and surety underwriters
Acquaints agents with National bureau; abstracts. J. A. Beha. East Underw 32:35 Ja 23 '31; Nat Underw 35:39 Ja 22 '31; Weekly Underw 124:253-4 Ja 24 '31
Annual meeting, New York. East Underw 32:34+ My 8 '31; Spectator 126:15+ My 7 '31
Conservation and the agent. M. Halsey. Spectator 126:15+ My 28 '31
J. A. Beha, general manager of National bureau. Spectator 124:40 Ja 30 '30; East Underw 31:32 Ja 31 '30; Nat Underw 34:33+ Ja 30 '30
National bureau claims department has wide range of activities. H. W. J. Hargrave. East Underw 31:33 Ag 1 '30
Organization performing a big safety service to American industry. A. C. Carruthers. Safety Eng 60:155-6+ S '30
Safety activities. T. B. Hanley. Safety Eng 61:319-21 Je '31
Safety experts at Bureau. East Underw 32:34 My 1 '31
Sees Bureau as stabilizing influence. J. A. Beha. East Underw 32:41-2 F 6 '31
Tells how Bureau rates may be observed; abstracts. J. A. Beha. Weekly Underw 122: 891+ Ap 5 '30; East Underw 31:40+ Ap 4 '30

NATIONAL canners' association
Annual convention, 24th, Chicago. Business Week p9 F 4 '31; Food Ind 3:87-8 F '31

NATIONAL carbon company
Eveready tests its sales ideas; National carbon company is using forty experimental stores. P. B. West. il Ptr Ink Mo 20:69-70+ Mr '30
Program pioneers; the Eveready hour and its history. G. C. Furness. Radio N 11:508-10+ D '29

NATIONAL cash register company
Annual report, year ended Dec. 31, 1929. Comm & Fin Chr 130:2201 Mr 29 '30
Annual report for 1930. Barron's 11:28 Mr 16 '31
Companies showing profitable readjustment to depression. Mag of Wall St 48:655 S 5 '31
Covered its dividend; review of 1930. Barron's 11:25 F 9 '31
Dividend status. Barron's 10:24 S 8 '30
Expected to earn $2.50. Barron's 10:9 N 17 '30
How N.C.R. stages its sales contests. Ptr Ink 150:57-8+ Mr 6 '30
Loss probable in first quarter. Barron's 11: 23 Ap 13 '31
Receivables big; first-quarter earnings lower. Barron's 10:24 Mr 31 '30
Remington cash register co. rings up a sale to National. Business Week p11 S 9 '31
Revolt in the counting house. W. F. Homer, jr. Barron's 11:3+ S 14 '31
Sales gaining. Barron's 10:27 My 19 '30

NATIONAL chain store association

Annual meeting, 3d, Chicago. Ptr Ink 153: 100+ O 9 '30; Sales Management 24:16+ O 4 '30

NATIONAL city bank of New York

Condition of the bank at the close of 1929. C. E. Mitchell. Comm & Fin Chr 130:395-6 Ja 18 '30

National City bank sells stock to employes on instalments. Bankers M 120:139+ Ja '30

National City-Corn Exchange; explanation of breakdown of consolidation plan. Nat City Bank p 175-7 D '29; Same. Comm & Fin Chr 130:396-7 Ja 18 '30

National City may acquire Bank of America. Barron's 11:16 O 5 '31; Comm & Fin 20: 1475 O 7 '31; Trust Companies 53:524-5 O '31

Nothing to fear in branch banking movement; views before House committee. C. E. Mitchell. Comm & Fin Chr 130:4168-9 Je 14 '30; Same. Nat City Bank p115-19 Jl '30; Excerpts. Barron's 10:10+ Je 23 '30

Sets record in 1929. Barron's 10:22 Ja 13 '30

Branches

Portfolio of banks. Arch Rec 68:295-305 O '30

NATIONAL coal association

Annual meeting, 13th, Detroit, Oct. 15-17. Min Cong J 16:871-2 N '30; Coal Age 35: 656-8, 663-4, 673-4 N '30

NATIONAL commission of fine arts

Report, 11th, Jan. 1, 1926-June 30, 1929. 183p National commission of fine arts, Washington, D. C. '30

NATIONAL commission on law observance and enforcement

Reports of President Hoover's Commission on national law enforcement. Comm & Fin Chr 130:402-4 Ja 18 '30

NATIONAL concrete products association

Annual meeting, 5th, New Orleans, Feb. 10. Concrete 36:32 Mr '30

Name changed to Concrete masonry association

NATIONAL conference on construction

New organization. Eng N 105:223-4 Ag 7 '30

NATIONAL conference on street and highway safety

Meeting, 3d, Washington, May 27-29. Safety Eng 59:295-8 Je '30; Nation's Business 18: 55 Jl '30; Engineers & Eng 47:273-7 O '30

Ways and means to traffic safety. 62p National conference on street and highway safety, Washington, D. C. '30

NATIONAL convention of insurance commissioners

Annual meeting, 61st, Hartford, Sept. 8-9. Spectator 125:3+, 27 S 11 '30; Weekly Underw 123:560 S 13 '30

Annual meeting, 62d, Portland, Ore. Ins Field (Fire ed) 60:7+ S 17 '31; Nat Underw 35: 3+ S 17 '31; Spectator 127:23+ S 17; 17+ S 24 '31; Weekly Underw 125:549+ S 19 '31

Caldwell suggested as permanent secretary of commissioners' convention. Ins Field (Fire ed) 60:7 Jl 23 '31

Commissioners' ass'n. criticized. C. K. Drew. East Underw 32:48 Mr 27 '31

Committees named. Ins Field (Fire ed) 60: 7-8 O 22 '31; Excerpts. Nat Underw 35:5 O 22 '31; Nat Underw (Life ed) 35:6 O 23 '31

Meeting. East Underw 31:1+ D 12 '30; Ins Field (Fire ed) 59:9-10+ D 11 '30; Ins Field (Life ed) 59:7-8 D 12 '30; Spectator 125:19+ D 11 '30

Mid-winter meeting, New York, Dec. 10-11. Spectator 123:23 D 12; 31-2 D 19 '29

National convention wields tremendous influence on business it supervises. Spectator 123:40 sec 2 D 12 '29

Representatives of the states. Spectator 125: 29-30 sec 2 D 11 '30

Spring meeting, Chicago, June 15-17. East Underw 32:1+ Je 19 '31; Ins Field (Fire ed) 60:7-8+ Je 18; 7+ Je 25 '31; Spectator 126: 31+ Je 18 '31; Weekly Underw 124:1461+ Je 20 '31

NATIONAL corn credit corporation

Corn credit corp. is just a friendly gesture. Business Week p21 N 18 '31

NATIONAL cotton exchange, incorporated

Officers and six firms temporarily enjoined. Comm & Fin Chr 130:394 Ja 18 '30

NATIONAL cottonseed products association

Annual meeting, 34th, New Orleans, May 12-14. Oil Paint & Drug Rep 117:21+ My 19 '30

Annual convention, 35th, New Orleans, May 18-20. Oil Paint & Drug Rep 119-17+ My 25 '31

Cottonseed price probe. Chemicals 33:25 Je 9 '30

NATIONAL council on compensation insurance

Four amendments to council constitution put before commissioners. East Underw 31:37 S 12 '30; Ins Field (Fire ed) 59:35-6+ S 11 '30

NATIONAL credit corporation. See Banks and banking—Emergency pool

NATIONAL crushed stone association

Annual convention, 13th, Cincinnati, Jan. 20-23. Rock Prod 33:97-112 F 1 '30

Annual convention, 14th, St Louis, Jan. 19-22. Rock Prod 34:65-85 Ja 31 '31

Directors semi-annual meeting, Atlantic City, July 24-25. Rock Prod 34:61-5 Ag 1 '31

Research in the National crushed stone association laboratory. A. T. Goldbeck. Rock Prod 34:36-9 Ja 17 '31

Stand on proposed freight rate increase. Rock Prod 34:68-9 S 26 '31

NATIONAL dairy products corporation

Attractive yield from sound industrial debenture. R. P. Hartwell. Mag of Wall St 46: 613-14+ Ag 9 '30

Companies whose earning position is ahead of last year. Mag of Wall St 46:742 S 6 '30

Dairy companies hold full sail through seas of depression. H. Richmond, jr. Mag of Wall St 47:826-7+ Ap 18 '31

Diversifying food lines. Barron's 10:21 Je 9 '30

Had sales setback. Barron's 11:21 Ag 3 '31

Listing, etc. Comm & Fin Chr 130:145-6, 3556 Ja 4, My 17 '30

Net gains. Barron's 10:20 O 6 '30

Outstanding in the dairy industry. Barron's 11:5 Ap 27 '31

Profits larger. Barron's 11:26 Ja 26 '31

Proposed consolidation with Kraft-Phenix cheese corporation. Comm & Fin Chr 130: 3175 My 3 '30

Ten outstanding investments for 1931. Mag of Wall St 47:354 Ja 10 '31

NATIONAL distillers products corporation

Voting trust terminated—listing. Comm & Fin Chr 130:3178 My 3 '30

NATIONAL distributors corporation

New fixed trust organized—New York bank trust shares offered. Comm & Fin Chr 131:3541 N 29 '30

NATIONAL district heating association

Annual convention, 21st, St Louis, June 3-6. Heat & Ven 27:95-104 Jl '30

Annual convention, 22d, Boston, June 2-5. Power 73:967-8 Je 16 '31

NATIONAL drainage, conservation and flood control congress

Annual session, 19th, St Louis, Feb. 20-22. Manuf Rec 97:77-8 Mr 6 '30

NATIONAL drug trade conference

Annual meeting, Washington, D. C., Dec. 12. Oil Paint & Drug Rep 116:21-2 D 16 '29

Annual meeting, Washington, Dec. 10. Oil Paint & Drug Rep 118:21+ D 15 '30

NATIONAL editorial association

Annual convention, Milwaukee. Inland Ptr 85:59-61 Jl '30

Annual convention, 46th, Atlanta. Inland Ptr 87:45-8 Jl '31

NATIONAL electric light association

Annual convention, 53d, San Francisco, June 16-20. Elec West 65:5-31 Jl '30; N E L A Bul 17:389-439 Jl '30; Elec W 95:1244-1301 Je 21 '30; Power 71:984-5 Je 24 '30; Sales Management 22:529+ Je 21 '30; Power Pl Eng 34:834-7 Jl 15 '30

Annual convention, 54th, Atlantic City, June 8-12. N E L A Bul 18:365-412+ Je '31; Elec W 97:1096-1147 Je 13 '31; Power 73:969 Je 16 '31; Power Pl Eng 35:726-8 Jl 1 '31

NATIONAL electric light association—*Continued*

Association work improves service and reduces rates. P. S. Arkwright. Pub Serv Management 48:42-5 F '30

Association's work in 1930-1931. P. S. Clapp. N E L A Bul 18:411-12+ Je '31

Founding of the association in 1885. E. A. Sperry. N E L A Bul 17:481-2+ Ag '30

Leaders, 1929-1930; portraits. Elec W 95:1252 Je 21 '30

N.E.L.A. electrification report. il Ry Age 89: 974-9 N 8 '30

National home service conference, 1st, Chicago, March 6-8. N E L A Bul 17:248-51 Ap '30

Point of view on the N.E.L.A. convention exhibit. P. S. Arkwright. Elec W 98:875-6 N 14 '31

You wanted to hear about the N.E.L.A. convention. E. Kobak. Elec West 67:4-7 Jl '31

Northwest division

Committee reports. Elec West 64:519-94 My 15 '30

Committee reports. Elec West 66:211-12, 526-88 Ap, My 15 '31

Engineering section reports summarized. Elec West 66:264-5 My '31

Pacific coast division

Annual meeting, 15th, Del Monte, California. Elec West 67:8-23 Jl '31

Committee reports. Elec West 64:281-517 My 15 '30

Committee reports. Elec West 66:278-525 My 15 '31

Meeting, San Francisco, Sept. 10-12. Elec West 65:214-15 O '30

Women's committee

Home service program of the N E L A. A. B. Swann. N E L A Bul 18:534-6 Ag '31

Importance of women's committee work. H. Reid. N E L A Bul 17:581-2 S '30

Ten years of the Women's committee. M. J. Insull. Elec W 97:1135-6 Je 13 '31

Work of the Women's committee, Public relations national section of the N.E.L.A. N E L A Bul 17:270-2 My '30

NATIONAL electrical code

Adequate wiring, a code responsibility. L. W. Going. Elec West 64:246-8 My 1 '30

Codes should not hamper progress. R. M. Boykin. Elec W 96:959 N 22 '30

Does the code affect adequate wiring? A. P. Denton. Elec W 95:349-51 F 15 '30

Interpretations of National electrical code. East Underw 31:30 Ag 29 '30

Mutual advantages of expanding electrical service rapidly. J. F. Gilchrist. N E L A Bul 17:605-7+ O '30; Excerpts. Elec W 96:506 S 20 '30

1931 national electrical code. 282p American standards association, New York '31; Review. Elec W 98:480 S 12 '31

Radio and the Underwriters regulations. N. Pomeranz. Radio N 12:448+ N '30

Reverse-phase relays not needed for hoists. Elec W 96:393 Ag 30 '30

Service and meter costs cut by practices beyond the code. D. M. Thomas. Elec W 96:918-19 N 15 '30

Should the code be specific or general? J. M. Evans. Elec West 66:139 Mr '31; Discussion. A. Maxwell. 66:598 Je '31

NATIONAL electrical safety code

National electrical safety code, overhead construction rules for supply and communication lines; Pacific coast electrical association committee report. Elec West 64:425-8 My 15 '30

NATIONAL exposition of power and mechanical engineering

Annual power show, 8th, New York, Dec. 2-7. Power Pl Eng 33:1238-56; 34:84-92 N 15 '29, Ja 1 '30; Chem & Met Eng 36:754-5 D '29; Comm & Fin 18:2639 D 11 '29; Iron Tr R 85: 1508+ D 12 '29; Manuf Rec 96:57-9 D 12 '29; Paper Tr J 89:27-9 D 5 '29; Power 70:926-9 D 10 '29; Textile World 76:4220-1 D 7 '29; Engineering 129:55-6, 74-6, 120-2, 247-50 Ja 10-24, F 21 '30

Annual power show, 9th, New York, Dec. 1-6. il Textile World 78:2694-7+ D 6 '30; Elec W 96:1062 D 6 '30; Paper Tr J 91:21-3+ D 4 '30; Chem & Met Eng 37:768-9 D '30; Steel 87:63 D 11 '30; Power Pl Eng 35:110-20 Ja 1 '31; Engineering 131:189-90, 253-6, 282-6, 344-6, 466-8 F 6-20, Mr 6, Ap 3 '31

Exhibitors' committee of industrial and power shows announces incorporation. Pub Serv Management 50:xiii-xiv Ja '31

NATIONAL fertilizer association

Annual convention, 6th, Colorado Springs, June 9-12. Oil Paint & Drug Rep 117:25+ Je 16 '30

Annual convention, 7th, White Sulphur Springs. Oil Paint & Drug Rep 119:17+ Je 15 '31

Annual southern convention, 5th, Atlanta, Nov. 19-20. Oil Paint & Drug Rep 116:21+ N 25 '29

Annual southern convention, 6th, Atlanta, Nov. 10-12. Oil Paint & Drug Rep 118:21+ N 17 '30

NATIONAL fidelity fire insurance company

Hampton Roads in hands of receiver. Ins Field (Fire ed) 59:10 N 27 '30; Spectator 125:25 D 4 '30

NATIONAL fire protection association

Aims and accomplishments. Spectator 125:47 sec 2 D 11 '30

Annual meeting, 34th. Weekly Underw 122: 1417+ Je 7 '30

Annual meeting, 35th, Toronto, May 11-14. East Underw 32:21-2 My 1 '31; Ins Field (Fire ed) 60:11 My 21 '31; Eng N 106:871 My 21 '31; Weekly Underw 124:1361-2; 125: 22 Je 6, Jl 4 '31

Functions. Spectator 123:47+ sec 2 D 12 '29

NATIONAL fire waste council

Meeting, Washington, Mar. 27. Nat Underw 35:9 Ap 2 '31

Semi-annual meeting, Washington, Oct. 1. Nat Underw 34:3+ O 2 '30

NATIONAL fireproofing corporation (Pa.)

Succeeds business of National fire proofing co. Comm & Fin Chr 130:2982 Ap 26 '30

NATIONAL food shares corporation

Trustee food shares offered. Comm & Fin Chr 131:1725 S 13 '30

NATIONAL foreign trade convention

Annual convention, 17th, Los Angeles. Comm & Fin 19:1057-8 My 28 '30; Automotive Ind 62:823-5+ My 31 '30; Sales Management 22: 346+ My 24 '30; Ptr Ink 151:128 My 29 '30

Annual convention, 18th, New York. Iron Age 127:1840-3 Je 4 '31; Automotive Ind 64:895 Je 6 '31; Steel 88:25-6 Je 4 '31

Foreign trade convention. S. Bell. Comm & Fin 20:821+ Je 3 '31

NATIONAL forests. See Forest reserves

NATIONAL founders' association

Annual convention, 33d, New York, Nov. 20-21. Iron Age 124:1451-4 N 28 '29; Iron Tr R 85: 1418-19 N 28 '29; Foundry 57:999-1000+ D 1 '29

Annual convention, 34th, New York. Iron Age 126:1621-2 N 27 '30; Steel 87:25-6 N 27 '30; Foundry 58:69-70 D 15 '30

NATIONAL fraternal congress of America

Annual convention, Detroit. Nat Underw (Life ed) 34:4 Ag 22 '30

Annual convention, Montreal. Nat Underw (Life ed) 35:4 Ag 28 '31

National fraternal congress. Spectator 123:30 sec 2 D 12 '29

Review of activities. Spectator 125:45 sec 2 D 11 '30

NATIONAL gas council of Great Britain and Ireland

Annual meeting, 12th. Gas J (Lond) 190:569-71 Je 4 '30

Annual meeting, 13th, London, June 30. Gas J (Lond) 195:95-9 Jl 8 '31

Review of the work of the Council. E. J. Fottrell. Gas J (Lond) 191:475-6 Ag 27 '30

NATIONAL geographic society

International cooperation in geographical work. W. Bowie. Science 71:426-9 Ap 25 '30

NATIONAL hardware association of the United States

Metal branch reorganized as the National association of sheet metal distributors. Iron Age 125:1557-8 My 22 '30; Iron Tr R 86:75 My 22 '30; Sheet Metal Worker 21:337+ My 30 '30

NATIONAL industrial advertisers association

Industrial advertisers appoint committee chairmen. Ptr Ink 155:70 Je 25 '31

NATIONAL industrial conference board, inc.

Industry's age of reason; fourteenth annual report of the president. M. W. Alexander. 47p National industrial conference board, inc, New York '30

NATIONAL industrial congress

Meeting, 2d, Cleveland, April 13-17. Factory & Ind Management 81:813-14 My '31; Mech Eng 53:474-5 Je '31

NATIONAL industrial equipment exposition

Alphabetical list of exhibitors. Ind Eng 88: 163, 170 Mr '30; Same. Factory & Ind Management 79:838 Ap '30

NATIONAL industrial traffic league

Annual meeting, 23d, Chicago, Nov. 20-21. Ry Age 87:1283-6 N 30 '29

NATIONAL institute for commercial and trade association executives

Milestone in American business. Nation's Business 19:76 Jl '31

NATIONAL institute of health

Act to establish and operate a national institute of health. Science 72:214 Ag 29 '30; Same. Safety Eng 60:244 O '30

Creation of the conference board. Oil Paint & Drug Rep 119:19; Editorial comment. 17 My 4 '31

National institute of health established. Ind & Eng Chem 22:815-16 Ag '30

National institute of health of the United States public health service. H. S. Cumming. J Ind Hygiene 13:1-3 Ja '31

New health institute. Science 71:562-3 My 30 '30

Successor to the Hygienic laboratory. Pub Health Rep 45:1409-12 Je 20 '30

NATIONAL investors corporation

Management company shows small profit—losses are shown by Second, Third and Fourth affiliates. Barron's 11:10 Ja 19 '31

Net assets of three affiliated investment trusts. Barron's 10:20 My 5 '30

1929 annual report. Comm & Fin Chr 130:146 Ja 4 '30

NATIONAL knitted outerwear association

Annual convention, 12th, Toronto, June 19-20. Textile World 77:3762-3 Je 28 '30

Annual convention, 13th, Philadelphia. Textile World 79:1773-4 Ap 18 '31

Depression hits trade associations; Gordon resigns outerwear post. Textile World 80:1526 O 17 '31

NATIONAL lead company

Earnings set high record in 1929. Oil Paint & Drug Rep 117:20 F 24 '30

Earnings were halved in 1930. Oil Paint & Drug Rep 119:25 F 23 '31

NATIONAL liberty group

Annual statements. Ins Field (Fire ed) 59:13 F 27 '30

NATIONAL lime association

Annual meeting, 13th, White Sulphur Springs, June 3-4. Rock Prod 34:56-63 Je 20 '31; Oil Paint & Drug Rep 119:40 Je 15 '31

Meeting, Chicago, June 3-4. Rock Prod 33: 97-9 Je 7 '30

NATIONAL livestock marketing association

Incorporated under Delaware laws. Comm & Fin Chr 130:3470 My 17 '30

Plan of the National livestock marketing association and subsidiaries, accepted by Cooperative livestock sales agencies at their meeting held in Chicago on Feb. 25 and 26, 1930. Comm & Fin Chr 130:1937-8 Mr 22 '30

NATIONAL lumber manufacturers' association

Lumber to clinch 5-year plan with 10 big sales campaigns. Business Week p16 My 13 '31

NATIONAL machine tool builders' association

Annual convention, 29th, Lenox, Mass., Oct. 13-15. Iron Age 126:1157-8 O 23 '30; Steel 87:50-1 O 23 '30; Mach 37:210-11 N '30

Annual convention, 30th, Chicago, Oct. 12-14. Am Mach 75:652g-h O 22 '31; Steel 89:15-17 O 19 '31

Spring convention, 28th, Columbus, Ohio, May 19-20. Iron Age 125:1617-19 My 29 '30; Iron Tr R 86:48-50+ My 29 '30; Am Mach 72: 898a-b My 29 '30; Mach 36:805-6 Je '30

Spring meeting, Old Point Comfort, May 18-19. Iron Age 127:1765-6 My 28 '31; Steel 88: 19-20 My 28 '31; Mach 37:790 Je '31

NATIONAL management congress

First congress, Chicago, March 3-7. Factory & Ind Management 79:809-11+ Ap '30; Automotive Ind 62:430-2+ Mr 15 '30; Ind Eng 88:163-9, 184-9 Mr-Ap '30; Iron Tr R 86:59-64 Mr 13 '30

NATIONAL metal congress

Abstracts of papers at Boston congress. Am Mach 75:447-9 S 17 '31

Congress, Chicago, Sept. 22-26. Am Mach 73: 596-7 O 9 '30; Automotive Ind 63:518-22 O 11 '30; Iron Age 126:940+ O 2 '30; Steel 87: 23 O 2 '30

Congress, 13th, Boston, Sept. 21-25. Iron Age 128:880-2 O 1 '31; Steel 89:17-18 O 1 '31; Science 74:305-6 S 25 '31

NATIONAL metal exchange

Approves new copper contract. Comm & Fin Chr 130:4519 Je 28 '30

How a silver futures market will serve business. J. B. Baer. Comm & Fin 20:820 Je 3 '31

Metal exchange. I. Reitler. Ann Am Acad 155: 127-32 My '31

Silver futures trading starts. Barron's 11:29 Je 22 '31

NATIONAL metal exposition

Exposition, Boston, Sept. 21-25. Iron Age 128: 882-3 O 1 '31; Mach 38:97 O '31; Steel 89: 38-9 O 1 '31; Mech Eng 53:846-7 N '31

National metal exposition, Chicago, Sept. 22-26. Iron Age 126:699-708+, 933-4 S 11, O 2 '30; Steel 87:155-66 S 11; 45-6+ O 2 '30; Metal Ind 28:459-60 O '30; Mech Eng 52:1013 N '30

NATIONAL metal trades association

Annual meeting, 32d, New York, April 16-17. Iron Tr R 86:65-6 Ap 24 '30; Mach 36:717 My '30

Annual meeting, 33d, Cincinnati, April 15-16. Am Mach 74:670e Ap 23 '31; Iron Age 127: 1372-4 Ap 23 '31; Mach 37:698-9 My '31; Steel 88:25+ Ap 23 '31

NATIONAL monuments

See also
Petrified forest national monument

NATIONAL museum. See United States—National museum

NATIONAL museum of Canada

Field work, 1930. W. H. Collins. Science 72: 144 Ag 8 '30

NATIONAL oil scouts association of America

Annual convention, Dallas. Nat Pet N 23:45 My 20 '31

NATIONAL paint, oil and varnish association

Annual convention, 43d, Toronto, Ontario, Oct. 15-17. Oil Paint & Drug Rep 118:7+ O 30 '30

Annual convention, 44th, Atlantic City, Oct. 5-8. Oil Paint & Drug Rep 120:17+ O 12; 5-46 Extra ed O 20 '31

Annual Western zone convention, 9th, Del Monte, Cal., June 10-13. Oil Paint & Drug Rep 117:19+ Je 23 '30

Reorganization plan. Oil Paint & Drug Rep 118:19+ O 30 '30

Southern zone conference, Atlanta, April 8-9. Oil Paint & Drug Rep 117:19+ Ap 14 '30

Educational bureau

Report. E. T. Trigg. Oil Paint & Drug Rep Extra ed 120:25-6 O 20 '31

NATIONAL paper trade association of the United States of America
Annual convention, 27th, New York city, Feb. 17-19. Paper Tr J 90:272-5 F 20 '30
Annual convention, 28th, New York, Feb. 16-18. Paper Tr J 92:187+ F 19 '31

NATIONAL parks and reserves
American civic annual. H. James, ed. v3 350p Am. civic assn, inc, 901 Union Trust bldg, Washington, D.C. '31
Libraries in our national parks. C. E. Graves. il Lib J 56:895-8 N 1 '31
Lions of the South African national park. Science 74:sup12 O 2 '31
Most people visit national parks in automobiles. Ry Age 87:1390 D 14 '29
National arboretum. Science 72:333-4 O 3 '30
National park service. H. M. Albright. Science 73:6 Ja 2 '31
National parks for vacations. J. B. Roberts. il Bankers Mo 48:234+ Ap '31
National system of experimental forests and ranges. L. F. Kneipp. Science 72:560-1 N 28 '30
Popular national park tours. J. Ehlers. il Bankers Mo 47:32+ Ap '30
Proposed subtropical national park in Florida. Science 71:597 Je 13 '30
Research reserves in the national parks. Science 73:694-5 Je 26 '31
Tree planting in southern national forests. L. S. Gross. il Manuf Rec 98:51-2 O 2 '30

See also
Aztec ruins national monument
Forest reserves
Glacier national park
Great Smoky Mountain national park

Canada

See also
Jasper park

Congo, Belgian

Africa's first national park. M. L. J. Akeley. il map Sci Am 145:295-8 N '31
Albert national park in the Congo. Science 74:63 Jl 17 '31

NATIONAL parks association
Reorganization. R. S. Yard. Science 73:33-4 Ja 9 '31

NATIONAL paving brick manufacturers' association
Annual convention, Chicago, Dec. 4-6. Brick & Clay Rec 75:826-30 D 17 '29; Eng N 103:939-41 D 12 '29
Annual meeting, 25th, Pittsburgh, Feb. 4-6. Eng N 106:293 F 12 '31; Brick & Clay Rec 78:158+ F 10 '31

NATIONAL petroleum association
Annual meeting, 28th, Atlantic City, Sept. 17-19. Nat Pet N 22:55-6 S 24 '30; Oil & Gas J 29:39+ S 25 '30; Oil Paint & Drug Rep 118:20A S 29 '30
Annual meeting, 29th, Atlantic City, Sept. 16-18. Oil & Gas J 30:20+ S 24 '31; Nat Pet N 23:19-20+ S 23 '31; Oil Paint & Drug Rep 120:16+ S 21 '31
Annual visit to the Bureau of standards. Nat Pet N 22:32-4 Je 11 '30
Spring meeting, Cleveland, April 23-24. Nat Pet N 22:40b-c+ Ap 30 '30; Oil & Gas J 28:29+ My 1 '30; Oil Paint & Drug Rep 117:19+ Ap 28 '30

NATIONAL pipe and supplies association
Annual convention, 21st, Pinehurst, N. C., May 12-14. Dom Eng 131:103-5+ My 31; 97-8+ Je 14 '30
Annual convention, 22d, Cleveland, May 11-13. Dom Eng 135:79-80+ My 30 '31
First regional sales development conference, Columbus, Ohio, Jan. 30. Dom Eng 134:78 F 21 '31

NATIONAL plumbing and heating institute
National plumbing and heating institute is closed. Dom Eng 136:64+ Ag 8 '31
Wool and plumbing institutes fail through lack of support. Business Week p12-13 Ag 12 '31

NATIONAL power and light company
Holds a key position. W. Knodel. map Mag of Wall St 47:300-1+ D 27 '30
To show gains. Barron's 10:15 Jl 28 '30

NATIONAL provincial bank limited
Annual general meeting, London. Economist 110:254-7 F 1 '30
Annual general meeting, London, Jan. 29. Economist 112:252-5 Ja 31 '31

NATIONAL publishers association
Annual meeting, 11th, Cresco, Pa. Sept. 16-17. Ptr Ink 152:132+ S 25 '30
Annual meeting, 12th, Shawnee-on-Delaware, Pa. Ptr Ink 157:69 O 1 '31

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Lubricating oils
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Candy trade
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Pigments
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Alberta fields double production in 1929. V. Lauriston. Oil & Gas J 28:134+ Ja 30 '30

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Abandoning famous Salt Lake field. L. P. Stockman. il Oil & Gas J 29:34 Jl 17 '30

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Agreement among Kettleman operators help California program. J. Westsmith. Nat Pet N 23:25-7 Jl 22 '31

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California allowance cut to 500,000 bbls. Oil & Gas J 29:54-5+ D 25 '30

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California has great oil reserves. L. P. Stockman. map Oil & Gas J 28:134+ Mr 13 '30

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Long Beach holds key in California. L. P. Stockman. Oil & Gas J 29:56-7+ My 29 '30
Majors decide not to curtail drilling at Santa Fe Springs. J. N. Westsmith. Nat Pet N 21:33, 47 D 25 '29
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State moves to stop gas wastage in Kettleman Hills field. J. N. Westsmith. Nat Pet N 22:52-3 Ja 29 '30
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Almost all oil and oil products used in Czechoslovakia imported. C. E. Kern. Oil & Gas J 29:151 Ag 21 '30

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Develop domestic sources of supply in Great Britain. C. E. Kern. Oil & Gas J 28:104+ Ap 24 '30

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Great productive year on Gulf Coast in 1929. N. Williams. Oil & Gas J 28:167+ Ja 30 '30

Gulf Coast broke production record, first six months of 1930. N. Williams. Oil & Gas J 29:146+ Jl 31 '30

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Austin busy on Iraq pipe line plans. A. E. Mockler. il Oil & Gas J 30:T157 Je 4 '31

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Increase in new work in Kansas. W. A. Spinney. Oil & Gas J 28:55+ F 13 '30

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Deep tests for lower cretaceous oil under way in Louisiana. P. Wagner. Nat Pet N 22:43 My 7 '30

Gas led in importance in Louisiana. D. H. Bancroft. Oil & Gas J 29:159+ Ja 29 '31

One new pool in North Louisiana, first half of 1930. D. H. Bancroft. Oil & Gas J 29:151+ Jl 31 '30

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Economic comparison of developments in South Field of Mexico. O. B. Knight. Nat Pet N 22:59-60+ Ag 20 '30

Mexican oil production dropped 5,000,000 barrels in 1929. V. R. Garfias and C. O. Isakson. map Nat Pet N 22:47-8 Ap 2 '30

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Mt Pleasant passed Muskegon in importance in last year's work. P. A. Elliott. Oil & Gas J 29:156+ Ja 29 '31

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Few Mid-continent properties will be shut down because of market. Nat Pet N 23:35-6+ Je 10 '31

Mid-continent refiners face crude shortage if producer strike continues. A. S. James. Nat Pet N 23:25-6 Jl 29 '31

Reduce Mid-continent refinery runs. C. O. Willson. Oil & Gas J 28:44+ F 13 '30

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Central West fields, including Michigan, had dull half year. G. A. Whitney. Oil & Gas J 30:110+ Jl 30 '31

General slowing up of work in old Central West fields. G. A. Whitney. Oil & Gas J 29:127+ Ja 29 '31

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Potential Missouri-Kansas oil fields. L. G. E. Bignell. Oil & Gas J 28:41+ N 14 '29

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Barren waste undergoing big change; discoveries in Lea county, New Mexico. T. R. Ingram. Oil & Gas J 28:31+ F 6 '30

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Fresh activity assures New Mexico producing importance in 1930. P. Wagner. Nat Pet N 22:44-5 Ap 23 '30

Great field opened in New Mexico. T. R. Ingram. Oil & Gas J 29:143+ Jl 31 '30

Hobbs, all three of them, wait hopefully for oil boom. J. Power. Nat Pet N 22:55-6 O 8 '30

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Hobbs pool will be sanely developed. L. G. E. Bignell. map Oil & Gas J 29:32-3+ Jl 17 '30

New Mexico prorating plan approved, outlet to be 35,000 barrels daily. P. Wagner. Nat Pet N 22:44-5 Jl 16 '30

Order marks development at Hobbs with boom elements lacking. J. Power. il Nat Pet N 22:53+ O 1 '30

Second big well in Hobbs district quickens New Mexico work. P. Wagner. maps Nat Pet N 22:39-41 Je 18 '30

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Ohio producers seek early end to Penn grade differential. Nat Pet N 21:30 D 25 '29

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Await results of crude price cuts. C. O. Willson. Oil & Gas J 30:18+ Je 4 '31

Biggest well in Oklahoma history in Oklahoma City field. J. Power. Nat Pet N 21:39-40 N 13 '29

Change in umpiring system believed near in Oklahoma; job is attractive. L. E. Smith. Nat Pet N 23:24-5 S 2 '31

Comprehensive view of a great field. W. A. Spinney. Oil & Gas J 29:24+ My 14 '31

Deep sand production in Cement, Okla, stimulates wildcatting. Oil & Gas J 28:41+ Ap 24 '30

Distress oil in old Oklahoma fields has been provided outlet. Oil & Gas J 29:92 Ap 23 '31

Drilling campaign begins in new pool opened in Seminole county. J. Power. map Nat Pet N 22:39-40 Ja 1 '30

East Texas causes apprehension as to Oklahoma proration. Nat Pet N 23:48 My 27 '31

Edge wells of Oklahoma City pool interesting but uncertain. W. F. Lowe. Nat Pet N 22:58 My 28 '30

Ellsworth anticline to be area of important development later. L. E. Smith. map Nat Pet N 23:46-7 Ap 15 '31

Enforced shut-down. Nat Pet N 23:31-6 Ag 12 '31

Expo visitors may see new equipment at work in Oklahoma City field. L. E. Smith. il Nat Pet N 22:75-6+ S 24 '30

Extension of Oklahoma City pool starts drilling inside city. W. F. Lowe. map Nat Pet N 22-47-8 Je 4 '30

Few old pools escape curtailment. J. McIntyre. Oil & Gas J 29:32+ N 6 '30

Further proration of crude production voted by Oklahoma operators. Nat Pet N 22:39 Jl 16 '30

Governor shuts down Oklahoma wells. A. M. Rowley. Oil & Gas J 30:13+ Ag 6 '31

Increased demand for oil in Oklahoma City field is met. Oil & Gas J 29:125 Ap 23 '31

Initials of two new Konawa wells top total for whole pool. W. F. Lowe. map Nat Pet N 22:47-8 Ap 30 '30

Many experiments necessary to find proper chokes for Marshall wells. J. Power. Nat Pet N 21:73-4 D 4 '29

Market for 545,000 barrels in Oklahoma. Oil & Gas J 30:24+ O 29 '31

Military rule is tightened in Oklahoma fields. L. E. Smith. Nat Pet N 23:14-15 O 7 '31

Murray talks state-owned refineries, while crude hangs below $1. L. E. Smith. Nat Pet N 23:27 S 9 '31

Murray's initiative tax program shifts burden to industry. Nat Pet N 23:17 O 21 '31

New Earlsboro pool stands out in Mid-continent development. L. E. Smith. map Nat Pet N 22:36-7 F 12 '30

New gushers in Oklahoma City field. W. A. Spinney. Oil & Gas J 29:42+ Jl 24 '30

Oil control strengthened by Oklahoma test case. Business Week p8 O 15 '30

Oil fields of Oklahoma are reopened. J. McIntyre. Oil & Gas J 30:13+ O 15 '31

Oil industry given thorough attention by political forces in Oklahoma. L. E. Smith. Nat Pet N 23:45-6 F 4 '31

Oil operators ask commission for continuance of proration. Oil & Gas J 29:21 Ja 1 '31

Oklahoma allowed 545,000 barrels daily in new proration order. Nat Pet N 23:20 N 4 '31

Oklahoma City allowed production stepped up to new demand. Nat Pet N 23:37 Jl 8 '31

Oklahoma City continues to complete wells of huge production. L. E. Smith. Nat Pet N 21:41 D 25 '29

Oklahoma City drilling campaign totals nearly 300 operations. Nat Pet N 22:61 My 21 '30

Oklahoma City field gets half mile extension: Wanette is active. W. F. Lowe. map Nat Pet N 22:45+ My 7 '30

Oklahoma City field is one of great achievement and promise. W. A. Spinney. maps Oil & Gas J 28:38-9+ Ja 9 '30

Oklahoma City field one year old; has produced 6,808,000 bbls. J. Power. Nat Pet N 21:55-6 D 11 '29

Oklahoma City field potential jumps to 800,000 barrels per day. Nat Pet N 22:49 F 26 '30; Oil & Gas J 28:50+ F 27 '30

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Oklahoma City pool adds seven wells; South Seminole area active. J. Power. Nat Pet N 22:39-40 Ja 8 '30

Oklahoma City pool gets good start at townlot drilling. il Nat Pet N 22:56 Ap 9 '30

Oklahoma City proration continued on May basis for another month. Nat Pet N 23:39-40 Je 3 '31

Oklahoma City proration explained. W. S. Morris. Oil & Gas J 29:30+ Mr 26 '31

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Oklahoma City proration unchanged. J. McIntyre. Oil & Gas J 29:35+ Je 5 '30

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Oklahoma corporation commission moves to enforce proration. Nat Pet N 22:45 Ag 27; 38 S 3 '30; Oil & Gas J 29:151 Ag 21 '30

Oklahoma court considers curtailment. J. McIntire. Oil & Gas J 29:29+ S 11 '30

Oklahoma curtailment continued for the next three months. Oil & Gas J 28:38+ Mr 20; 50+ Ap 3 '30

Oklahoma fields open again; military rule continued. Nat Pet N 23:28-9 O 14 '31

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Oklahoma operators plan to keep alive proration program. Nat Pet N 21:36 N 27 '29

Oklahoma producers will reduce output. J. McIntyre. Oil & Gas J 28:35+ Ja 23 '30

Oklahoma production allowance of 545,000 bbls. recommended. L. E. Smith. Nat Pet N 23:16 O 21 '31

Oklahoma shutdown has little effect. A. M. Rowley. Oil & Gas J 30:13+ Ag 13 '31

Oklahoma to continue proration through 1930 first quarter. Nat Pet N 21:39 D 18 '29

Oklahomans favor longer proration. J. McIntyre. Oil & Gas J 29:29+ D 25 '30

Oklahoma's big potential held back. W. A. Spinney. Oil & Gas J 29:126+ Jl 31 '30

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Oklahoma's governor would like a hand in the shut-down effort. il Nat Pet N 23:23-4 Jl 29 '31

Old leases gain in production after Sunday shutdown is started. L. E. Smith. Nat Pet N 22:51-2 Ap 2 '30

Older Seminole fields 80% depleted; recoveries per acre high. W. F. Lowe. Nat Pet N 22:54-6+ F 26 '30

Operators join to defend conservation law from promoter's attack. L. E. Smith. Nat Pet N 22:19-20 S 10 '30

Oversupply slows work in Oklahoma; production figures first half of 1931. W. A. Spinney. Oil & Gas J 30:87+ Jl 30 '31

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Prices advance but Murray keeps Oklahoma fields shut in. Nat Pet N 23:33 Ag 26 '31

Probe of production rumors demanded. Oil & Gas J 30:24+ O 8 '31

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Proration methods in Oklahoma City pool discussed. W. S. Morris; J. D. Turner. map Oil & Gas J 28:124-5 F 6 '30

Recommend Oklahoma proration in first quarter, 1930. Nat Pet N 21:64 D 4 '29; Oil & Gas J 28:56+ D 5 '29

Recovery in Oklahoma City nears 10,000,000 barrel mark. Nat Pet N 22:26-7 Ja 15 '30

Refiners little affected by shutdown. W. T. Ziegenhain. map Oil & Gas J 30:14+ Ag 13 '31

Restrictions of pipe lines force reductions at Oklahoma City. Nat Pet N 22:34+ Mr 5 '30; Oil & Gas J 28:66+ Mr 6 '30

Settled production in Oklahoma now comes under proration. Nat Pet N 22:19-20 O 8 '30

70 wells nearing completion stage in Oklahoma City field. L. E. Smith. Nat Pet N 22:48-9 F 5 '30

Shut-in crude production in Oklahoma 100,000 barrels daily. L. E. Smith. Nat Pet N 23:36-7 Jl 22 '31

Sinclair posts 67 cents for 50,000 barrels of Oklahoma City crude. Nat Pet N 23:23-4 F 18 '31; Oil & Gas J 29:21+ F 19 '31

Skelly cores 135 feet of rich sand in Oklahoma City well. J: Power. Nat Pet N 21:63-4 D 4 '29

Slackening crude buying in Oklahoma calls for revising proration. L. E. Smith. Nat Pet N 22:25-6 N 26 '30

South Earlsboro pool gets extension and county's second biggest well. W. F. Lowe. map Nat Pet N 22:55-6 My 21 '30

Speedy results shown in cutting back production in Oklahoma pools. L. E. Smith. Nat Pet N 22:29 Ja 29 '30

States rights, not martial law, the real key to oil control. il Business Week p10-11 S 2 '31

Statistics to show effectiveness of proration in Oklahoma. Nat Pet N 21:31 N 13 '29

Supporters of proration heard by Oklahoma commissioners. Oil & Gas J 29:32+ F 5 '31

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Temporary order in Julian proration case is dissolved by court. L. E. Smith. Nat Pet N 22:37-8 S 17 '30

Town lot operators clamor to open Oklahoma City to the drill. L. E. Smith. Nat Pet N 22:27-8+ Je 25 '30

Town lot wells of Oklahoma City pool have small chance to pay out. W. F. Lowe. map Nat Pet N 22:39-40+ Jl 2 '30

Two great new pools in Oklahoma made proration necessary in 1929. W. A. Spinney. Oil & Gas J 28:150+ Ja 30 '30

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Institute will consider plight of Oklahoma-Kansas producers. J. McIntyre. Oil & Gas J 29:21+ Ja 8 '31

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Land department men back movement for unit operation of pools. Nat Pet N 21:33-4 N 20 '29; Oil & Gas J 28:41+ N 21 '29

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No relief in sight for small wells. il Nat Pet N 22:37 D 24 '30

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Purchasers plan to serve small wells after Prairie ceases buying. Nat Pet N 22:36-7 D 10 '30

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Suggestions for operators in stripper well area. H. G. Ellis. Oil & Gas J 29:36+ Ja 29 '31

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Bradford-Allegany producers achieve remarkable proration results. L. E. Smith. Nat Pet N 22:39-40 S 3 '30

Bradford-Allegany's great future. P. D. Torrey. Oil & Gas J 28:42+ F 27 '30

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Old chart revives early days of oil; exhibit of wells in valley of Oil Creek, Pa. T. F. Smiley. il Oil & Gas J 28:36-7+ Ja 23 '30

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Refiners consistently increase runs Pennsylvania grade crude. R. T. Zook. Oil & Gas J 29:56+ N 13 '30

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Hobbs development held for future; production figures for first half of 1931. T. R. Ingram. Oil & Gas J 30:99+ Jl 30 '31

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New Mexico led Rocky Mountain area in 1929. T. R. Ingram. Oil & Gas J 28:129-30+ Ja 30 '30

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Expand cracking plants in Rumania. G. Egloff. Oil & Gas J 28:172+ Mr 6 '30

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Russia continues expansion; five-year refinery program. Oil & Gas J 30:271 Je 4 '31

Russia has ambitious program for oil industry next two years. A. E. Mockler. Oil & Gas J 30:91 S 10 '31

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Laredo district's flush production confined to two fields. P. Wagner. Nat Pet N 22:43 Ag 20 '30

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Expansion (heat)
Fluids
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Free energy
Friction
Gases
Geophysics
Gravitation
Heat
Hydraulics
Hydrodynamics
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Ionization, Gaseous
Ions
Kinematics
Light
Liquids
Magnetism
Mathematical physics
Matter
Mechanics
Meteorology
Molecules
Optics
Particles
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Physical instruments
Physical measurements
Plasticity
Pressure
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Gas distribution
Pipe joints
Pipe lines
Sewerage
Water distribution

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See also

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Conduits
Electric conduits
Electrolytic corrosion
Gas, Natural—Pipe lines
Gas distribution
Gas pipes
Gasoline pipe lines
Heating from central stations
Manholes
Petroleum pipe lines
Pipe laying
Piping (power plants)
Railroads—Pipe line competition
Sewerage
Steam pipe lines
Steam pipes
Water pipes
Water supply engineering

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Pipe coating

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Cement lined pipe

PIPE organ pumping. See Organ pumping

PIPE organs. See Organs

PIPE threading machines

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Petroleum pipe lines
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Pipe fittings
Pipe joints
Pipe laying
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Piping
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Palladium
Rhodium
Ruthenium

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Plumbing—Study and teaching

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Heating
Hot water supply
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Pipe fitting
Pipe fittings
Pipes
Plumbing fixtures
Plumbing shops
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Sinks
Toilet rooms
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10,000 prospects visit this plumbing store every year; cooking school promotes sale of gas stoves. il Dom Eng 137:24-9 O 31 '31

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Speed up turnover and increase profits. A. J. Strutz. Dom Eng 132:70+ Ag 23 '30

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Effective retailing for remodeling. J. F. Kuntz. il Dom Eng 135:56-9 My 30 '31

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Big market for water systems brings business to these contractors. il Dom Eng 134:46-7 Ja 10 '31

Evolution of an interesting country water supply system. R. M. Starbuck. il diags Dom Eng 137:42-3+ O 17 '31

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Scheduling of production stabilizes employment; Eastman-Kodak co. W. G. Stuber. Iron Age 127:697+ F 26 '31

Steady work—management's job; Procter & Gamble company. R. R. Deupree. Ptr Ink 151:3-4+ Ap 17 '30

Straightening the production curve with flexible forecasts; Carter's ink company, Cambridge, Mass. W. J. Rhodes. map Factory & Ind Management 78:1069-70 N '29

Team up merchandising and production. R. F. Elder. Factory & Ind Management 82: 193-4 Ag '31

Your 1930 business; where is it coming from; and how? Rock Prod 33:64-5 Ja 18; 76-7 Mr 29 '30

PRODUCTION control

Accurate production control maintains quality. J. W. Shumate. il Food Ind 3:445-7 O '31

Case of management vs. excessive inventories; Greenfield tap & die corporation. H. Soper. il Factory & Ind Management 80: 501-3+ S '30

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Control system is applied easily to foundries. C. E. Lynn. Foundry 58:71-2 Ag 15 '30

Controlling production by mechanical devices. L. M. Keefe. Rubber Age 26:194-5 N 25 '29

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Output regularized despite fluctuating demands; Diamond chain & mfg. co. Indianapolis. G. E. Schloot. il Iron Age 128: 1223-7+ N 12 '31

Perpetual inventory control tied in with production control. S. G. Koon. Iron Age 127:766-72+ Mr 5 '31

Practical details of a successful plan of production control: the printing plant of Methodist Episcopal church, South. P. R. Russell. Inland Ptr 84:53-6 D '29

Production control—a job for every man in the plant. G. Stieglitz. il Factory & Ind Management 78:1091-3 N '29

Production control applied in building large machines; Chambersburg engineering co., Chambersburg, Pa. R. E. Miller. il Iron Age 125:997-1001 Ap 3 '30

Production control of interchangeable parts. Iron Age 127:1512-18 My 7 '31

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PRODUCTION control—*Continued*

Scientific control of steel production; Alan Wood steel co. V. H. Lawrence. Iron Age 126:620-3+ S 4 '30

Simplified production control avoids delays; William Sellers & co. L. T. Ives. il Iron Age 128:419-22 Ag 13 '31

Small-plant successes; Knight soda fountain company, Chicago. C. W. Sutton. il Factory & Ind Management 82:503-5 O '31

Smooth flow of production assures minimum inventory; Houde engineering company. il Factory & Ind Management 80:301-3 Ag '30

Split-second scheduling; Studebaker uses telephone typewriter. il Factory & Ind Management 79:54 Ja '30

Stabilized employment one objective of production control. F. D. Hershberger. Factory & Ind Management 79:1346-8 Je '30

Studebaker's unusual plant methods meet definite shipping schedules. il Automotive Ind 63:554-8 O 18 '30

Synchronization of control with conveyor equipment; Westinghouse electric & mfg. co., Mansfield, Ohio. E. M. Olin and W. E. Beattie. Iron Age 127:1094-6+ Ap 2 '31; Abstract. Factory & Ind Management 81:619 Ap '31

Textile manufacturing control. A. W. Lancaster. il Textile Col 52:819-24 D '30

24-worker shop borrows a 10,000-man plan; Hammond machine builders, Kalamazoo, Mich. il Factory & Ind Management 82:42-3 Jl '31

Unified production methods; Mergenthaler linotype company, Brooklyn. J. J. Phalen. il plans Factory & Ind Management 82:485-7, 644-6, 909-11 O-D '31

Vacuum cleaner manufacture in the Siemens-Schuckert works. H. Dransfeld. il layout Am Mach 71:923-6 D 5 '29

See also

Factory management
Schedules
Production and sales, Coordination of

PRODUCTS, Bulky

Bulky products delivered for inspection; Chicago granitine manufacturing company. il Ptr Ink Mo 21:42 Ag '30

Fourteen ways to display the bulky product. C. G. Muller. il Ptr Ink Mo 21:52+ Jl '30

Packaging the bulkier products. il Ptr Ink 153:57-8 D 4 '30

PRODUCTS, Diversified

Own product lines no limit on search for new profits. Business Week p15 O 7 '31

Research proves valuable as aid to sales; Herman Z. Cutler co. inc. Steel 87:59+ S 18 '30

Shaping the seasonal line to quantity production; A. C. Gilbert company, New Haven. A. C. Gilbert. il Factory & Ind Management 79:1065-6 My '30

Specialties. il Pet Age 25:20-1+ S; 20-1 O '31

3,000-item line goes mass production; Wilson-Western sporting goods company, Chicago. T. R. Hough. il Factory & Ind Management 79:530-2 Mr '30

Vick chemical introduces a line after 24 years of VapoRub alone. Sales Management 28:97 O 17 '31

Will a diversified line rout the sales slump hoodoo? M. W. Conant. il Sales Management 23:128-30 Jl 26 '30

See also

Side lines

PRODUCTS, Identification of

Another raw material goes after consumer identification; Terek tablecloths. Ptr Ink 150:158+ Mr 13 '30

Can papa milk a cow? consumer campaign on refrigerator insulation. F. Read. il Ptr Ink 155:10+ Ap 30 '31

How a yarn maker controls quality of finished merchandise; Viscose company. J. A. Spooner. Ptr Ink 156:17-19 S 10 '31

Pepperell backs its manufacturer-customers to the limit. B. A. Grimes. il Ptr Ink 156:10+ Ag 6 '31

PRODUCTS, Improved

Ancient idea that fits today's needs to a T; improved screwdrivers. C. W. Priesing. il Ptr Ink 151:113-14+ Je 12 '30

Another Cinderella product meets its merchandising prince; the Whitney carriage company uncovers market for clothes hampers. il Ptr Ink 153:10+ N 6 '30

Auburn sells more cars in six months than ever before in a whole year! R. H. Faulkner. il Ptd Salesmanship 57:463-6+ Ag '31

Benefits of improving the product. Ptr Ink 151:36 Ap 10 '30

Better products will release dammed-up dollars. C. F. Kettering. Sales Management 28.230-1 N 14 '31

Big stores jumped at our line when we gave it style appeal; Palmer brothers comfortables. L. W. Jackson. il Sales Management 21:568+ Mr 29 '30

Build your merchandise up to a standard—not down to a price. G. H. Wheary. il Sales Management 24:498-9+ D 27 '30

Do product changes endanger trade-mark rights? J. C. Pemberton. il Ptr Ink 153:121-2+ N 13 '30

Don't let improvements steal the spotlight; Marlboro cigarette advertising. il Ptr Ink 150:10+ Mr 13 '30

Dramatic selling with a molded product; Scott & Fetzer Crystalator. L. F. Dienst. il Plastics 7:550-1 O '31

Freshen up your product. R. Dickinson. Ptr Ink 150:3-4+ F 6 '30

Gillette pockets a $4,000,000 loss to play ball with its dealers. L. M. Hughes. Sales Management 21:341+ F 22 '30

Graybar's "obsolete merchandise" platform. D. M. Julien. Ptr Ink 155:88-9 Ap 23 '31

Has your product "it?" R. F. Cohn. il Factory & Ind Management 82:329-30 S '31

Has your product kept step with market changes? S. H. Disston. il Ptr Ink 155:72+ Ap 30 '31

How a discontinued model came back; Eveready pen-light. il Ptr Ink 154:94+ F 19 '31

How an industry saved a debased product; Spun silk research committee. J. K. Hildebrand. il Ptr Ink 150:140+ F 13 '30

If you must reorganize—make it a major operation; Ames shovel & tool company. W. A. Ready. Ptr Ink 149:33-4+ D 26 '29

Key-city meetings increased our July new model sales 35 per cent; Williams Oil-O-Matic. D. M. Frank. il Ptd Salesmanship 58:122-3+ O '31

Let's improve our goods—but how? R. Giles. il Adv & Sell 17:20-2+ S 30 '31

Life Savers increases a product's sales 149 per cent. A. H. Little. il Ptr Ink 152:126+ S 25 '30

New sales appeal for an out-of-date product; Waterman pen. G. Willman. il Sales Management 25:543-4+ Mr 28 '31

New ways of finding talking points for your product. H. W. Banks. il Sales Management 24:92-3+ O 18 '30

Our biggest sales problem: the moss-grown product. L. R. Boulware. Sales Management 26:385-6 Je 6 '31

Perfect product. J. W. Hook. il Plastics 6:474+ Ag '30

Preparing the way for an improved product; Society Maid hosiery mills. C. G. Muller. Ptr Ink 151:26+ Je 19 '30

Product design for increased utility and improved marketability. G. S. Brady. Mech Eng 53:675-6 S '31

Rebuilding to quality standards after the price spree; Paris garters. H. Kerkow. il Sales Management 27:234-5 Ag 15 '31

Redesigning the product to fit a potential market; Miller lamps. H. L. Harrison. il Ptr Ink Mo 22:67-8 Ja '31

Sales and production team up to solve a price problem: Toledo scale company. H. C. Whitehorne. il Sales Management 27:90-1 Jl 18 '31

This advertising inspires demand before product is marketed; General tire and rubber company of Akron. Ptr Ink 151:129+ Je 12 '30

PRODUCTS, Improved—*Continued*

When is the right time to bring out a new model? Gillette introducing a new razor and a new blade. F. J. Fahey. Ptr Ink 150:3-4+ F 27 '30

While there's product evolution, there's hope! R. Giles. il Adv & Sell 17:17-18+ Ag 19 '31

Will new products and improvements in old ones end the depression? Ptd Salesmanship 58:131-2+ O '31

PRODUCTS, Miniature

See also

Automobiles—Small size

PRODUCTS, Molded. See Molded products

PRODUCTS, New

A la obvious Adams; how Coleman selected and promoted its new line of electric appliances. K. Kilby. il Ptr Ink Mo 21:56+ D '30

Advertising helped us change our sales appeal; Salubra advertising talks decoration. F. Blank. diags Ptr Ink 149:60+ D 5 '29

Armstrong uses traveling theater to introduce new product; two Temlok cruisers visit lumber dealers with talking motion picture. E. C. Hawley. il Ptr Ink 157:25-6+ O 8 '31

Borg-Warner finds new devices whet jaded buying appetite. Business Week p10 Jl 15 '31

Bucking the chains with a new product. J. Sill. Adv & Sell 16:62+ N 26 '30

Capitalizing prestige to introduce the new product; AutoStrop double-edge blade, Probak; packaging, price maintenance, and advertising. C. M. Pritzker. Ptr Ink 149:140+ N 21 '29

Change—the great competitor. R. Willoughby. il Nation's Business 19:15-17+ Mr '31; Same. Sci Am 144:394-7 Je '31

Control of new-product development; Cutler-Hammer, incorporated, Milwaukee, Wis. Factory & Ind Management 81:437-8+ Mr '31

Crashing the department store market on a new item; Pamilla silver cloth. M. Higley. Sales Management 27:456+ S 26 '31

Depression-born ingenuity checks waste, produces gifts. Business Week p10 Mr 11 '31

Give business new products to sell. C. F. Kettering. Ptr Ink 155:92-3+ Je 25 '31; Same. Sales Management 26:502-3+ Je 27 '31

How Berry brothers are introducing a new product in a competitive field. D. G. Baird. il Sales Management 21:336-7 F 22 '30

How Educator Food increased volume 44 per cent this year; hammered wheat thinsies. E. F. Cullen. Ptr Ink 157:3-4+ O 8 '31

How Telechron reached its marketing goal. H. E. Warren. il Ptr Ink 153:3-4+ O 9 '30

Is there a way to spot the lemons in the line? F. Suhr. Sales Management 23:134+ Jl 26 '30

Manufacture of new products an escape from effects of saturated markets. W. W. Hay. Annalist 36:988-9 D 12 '30; Same. Ptr Ink 154:81-3 Ja 22 '31

Manufacturer must pay for his own missionaries. Ptr Ink 153:72-3 D 25 '30

Need of diversification brings strange names to artwares show. Business Week p9 S 9 '31

New product—a new field—distinction through prestige; Bemberg. J. J. Boyle. Ptr Ink 149:118+ N 21 '29

New product abolished Premier's saturation bugaboo. R. B. Wilson. Ptr Ink 150:109-10 Ja 2 '30

New products and sales contest yield largest sales in Copeland history. W. D. McElhinny. il Ptd Salesmanship 58:128-30 O '31

New products solved this company's depression problem; American art wood products corporation. Sales Management 28:201 N 7 '31

New products stimulate sales of automobile accessories. Business Week p20-1 Ag 19 '31

O-Cedar lays siege to seventy markets in introductory campaign on new auto polish. D. G. Baird. il Sales Management 20:322-3+ N 16 '29

Pabst-ett becomes a papa. W. Abel. il Ptr Ink 152:25-6 S 4 '30

Parasitic products that swallow up profits. E. C. Hawley. il Sales Management 26:266-7+ My 16 '31

Putting over a new item on an old product's prestige; Frostilla company brushless shaving cream. F. M. Shoemaker. il Ptr Ink 155:41-2+ Ap 30 '31

Putting over a newcomer on an old-timer's reputation; Hygeia pure strained vegetables. C. B. McCuaig. il Ptr Ink 156:82-4 Jl 30 '31

Research gave us a new product; United plywood corporation, New Albany, Ind. T. D. Perry. il Factory & Ind Management 82:40-1 Jl '31

Sears, Roebuck uses depression to develop new products. Business Week p7-8 Mr 18 '31

Something just as good. F. C. Bowman. il Factory & Ind Management 79:546-8 Mr '30

These new ideas promise a new prosperity. R. Willoughby. Nation's Business 19:17-20+ Ag '31

This year is new-product year! C. Hoskins. Forbes 28:19+ N 15 '31

Using good-will to introduce a new line; Lehn & Fink are capitalizing the trade acceptance built up for Hinds. W. D. Canaday. il Ptr Ink 155:57-8+ Je 4 '31

When the trade is reluctant—put sales in its way; what distributor of Permakote is doing. C. G. Muller. Ptr Ink 151:110+ Je 5 '30

Why some new products fail. A. H. Deute. Ptr Ink 153:57-8+ N 13 '30

Will new products and improvements in old ones end the depression? Ptd Salesmanship 58:131-2+ O '31

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Dealers respond to offer of something new; Press-to loose leaf ring binders. A. J. Palmer. il Ptr Ink 156:67-8 Jl 23 '31

Launching a new product with a dramatic offensive: Standard Oil of Indiana. Ptr Ink 157:25-6 O 22 '31

National distribution in two years without salesmen; Tecs shoe jackets. C. G. Muller. il Ptr Ink 152:101-2+ S 18 '30

Steps to be taken in campaigns to launch new industrial products; S-A vibrator screen. C. H. Adamson. il Ptd Salesmanship 55:249-50+ My '30

Testing

Consumer test provides Westinghouse with advertising angles. R. H. Bolin. il Ptr Ink 155:64-5+ My 28 '31

Consumers helped to perfect this new product; Packer scalptone. E. B. Weiss. il Ptr Ink 155:75-6+ My 28 '31

Don't plunge wildly on new products—test your market. P. White. Sales Management 24:225+ N 8 '30

Every listerine advertising dollar must return home with a profit. J. L. Johnston. il Ptr Ink 154:3-4+ Mr 26 '31

How Spur ties tested a new item in the line. C. E. Pellissier. il Sales Management 25:16 Ja 3 '31

Pre-tested campaign sweeps Fineart foods into a big market. V. Van Der Linde. il Sales Management 20:364-6+ N 23 '29

10,000 women design new Bussman lights; store buyers help. Sales Management 27:353 S 5 '31

Try it on the dog. P. Arnold. System 58:303-4 O '30

PRODUCTS, Obsolescent

Gallus preaches a sermon; trading up suspenders. J. True. il Nation's Business 18:66+ S '30

Advertising

Finding new markets for old products by advertising. L. C. Colburn. Ptr Ink 153:116+ D 18 '30

PRODUCTS, Quality of. See Quality of products

PROFESSION, Choice of

Careers; 52 monographs. loose-leaf Institute for research, 537 S. Dearborn St, Chicago '31

I find my vocation. H. D. Kitson. 216p McGraw-Hill '31

PROFESSIONAL advertising

Lawyers and advertising. J Account 51:403-9 Je '31

See also

Architects—Advertising

Physicians—Advertising

PROFESSIONAL education

See also

Engineering education

PROFESSIONAL ethics

Code of ethics, the American institute of chemists. J Chem Educ 8:731-3 Ap '31

Credit or responsibility in scientific publication. W. D. Matthew. Science 71:662-3 Je 27 '30

Degradation of science. T. S. Harding. 386p $3 Farrar & Rinehart, New York '31

Professional ethics and modern business tendencies. W. B. Franke. J Account 50:358-67 N '30

Professional ethics and the artist; giving credit for illustrations. J. F. Mueller. Science 71:389-90 Ap 11 '30

See also

Accounting ethics

Business ethics

Engineering ethics

Legal ethics

Newspaper ethics

Plagiarism

Teachers' ethics

PROFESSIONAL service

See also

Legal service

PROFESSIONAL workers

Performers' rights with regard to broadcasting and mechanical reproduction. A. Kohler. Int Labour R 21:643-65 My '30

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Law

Accountants' liability in question. J Account 50:81-98 Ag '30

Legal phases of professional regulation. S. Gordon. J Account 52:360-72 N '31

Negligence, too, can be fraud, court tells public accountants; ruling in Ultramares versus Touche, Niven & co. case. Business Week p28+ My 6 '31

PROFILING

Frew no. 6 vertical two-spindle profiling machine. il Am Mach 72:278 F 6 '30; Mach 36:570 Mr '30

Grinding direct from the drawing. O. P. Van Steewen. il diags Am Mach 75:367-71 S 3 '31

Oxygen profile cutting machine uses city gas. il Iron Age 127:1370 Ap 23 '31

PROFIT

Ability to earn profits decides the value of your business. E. T. Miller. Inland Ptr 87:33-6 Jl '31

Accurate costs as basis for profits; abstracts. C. F. Abbott. Oil & Gas J 29:34+ Jl 24 '30; Manuf Rec 98:57 Jl 3 '30

Advertisers report for first six months of 1931. Ptr Ink 156:54, 56 Ag 13; 44 S 10 '31

Advertisers report net profits for nine months. Ptr Ink 153:10+ N 13; 26 N 27 '30

Bad earnings still the rule but there are more exceptions; third quarter reports of 258 corporations. Business Week p6-7 N 18 '31

Bottom has been reached for many manufacturing and merchandising companies. L. Stern. Mag of Wall St 48:634-6+ S 5 '31

Business income and profits. L. Bagwell. J of Business 2:345-60 O '29

Business profits; annual earnings of American corporations. Nat City Bank p 36-40 Mr '30; Excerpt. Bradstreet's 58:223 Mr 29 '30

Business profits in third quarter of year. Comm & Fin Chr 129:3550 D 7 '29

Business profits in 1929, according to New York federal reserve bank, 19% larger than in 1928. Comm & Fin Chr 130:2300 Ap 5 '30

Business profits in first quarter of 1930 fall 22% below same period in 1929, according to Federal reserve bank of New York. Comm & Fin Chr 130:3954 Je 7 '30

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Business profits for third quarter. Nat City Bank p174 N '30

Charting and budgeting your 1931 profit course. C. E. Knoeppel. Iron Age 127:296-301 Ja 22 '31

Cliff Wetherill starts a hunt for profit and loss. D. Knowlton. Bankers Mo 47:15-17+ Jl '30

Corporation profits and stockholders, quarterly, Mar. 1925-Dec. 1930. Survey of Cur Business Annual Sup 1931 p228-9 [sup in monthly numbers]

Corporation profits, first nine months of 1930 show decline of 24.42% according to Ernst & Ernst. Comm & Fin Chr 131:3272 N 22 '30

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Don't blame the sales manager for profitless prices. J. H. Warburton. Ptr Ink 152:17-20 Jl 10 '30

Drug and movie industries gain as others bow to depression. Sales Management 25:466 Mr 14 '31; Excerpt (table). Brick & Clay Rec 78:317 Mr 24 '31; Steel 88:19 Mr 19 '31

Earnings are good if compared with a good year—like 1928. Business Week p10 Jl 2 '30

Earnings reports spur industry to fresh assault on costs. Business Week p9 N 5 '30

Effect of lower commodity prices. J. A. Moffitt. Barron's 11:20-1 N 2 '31

Effect of the tariff on corporation profits. K. Simpson. J of Business 2:396-405 O '29

Efficiency and scarcity profits. C. J. Foreman. 343p Univ. of Chicago press '30

Ethical interest. W. Atkinson. 68p Perkins press, Topsfield, Mass. '29

Exit the sales manager—enter the profit manager. J. K. Macneill. Ptr Ink 151:3-4+ My 29 '30

Finds auto industry was first in profit in 1927-9 period. Sales Management 25:458 Mr 14 '31

First-half net profits of steel producers match average for all industries. Steel 87:39 S 18 '30

First of all find out your profit requirements. W. L. Churchill. Ptr Ink 152:117-19 Jl 17 '30

First-quarter earnings dropped 46% below showing for 1930. Business Week p7-8 My 27 '31

First quarter of 1930 profits. Nat City Bank p 78-9 My '30; Same. Comm & Fin Chr 130:3067-8 My 3 '30; Abstract. Barron's 10:16 My 5 '30

First-quarter profit trend irregular. Barron's 11:21 My 25 '31

First quarter profits. Nat City Bank p68-70 My '31; Excerpts. Barron's 11:29 My 4 '31

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Air brakes
Cars
Freight cars
Locomotives
Railroad supplies industry
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Railroads—Office appliances
Railroads—Purchasing
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Equipment trust certificates

Rail equipments may be termed "bonds that cannot default." R. Mason. Bankers Mo 48:337-8+ Je '31

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Boston & Maine railroad sells New England winter. F. N. Hollingsworth. Sales Management 25:542+ Mr 28 '31

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Prepare great railway exhibit for Chicago fair, 1933. Ry Age 88:1129-30 My 10 '30

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Best defense is the offensive; inspired by the discussion which arose from the Diagnosis of railway ills. F. J. Lisman. Ry Age 89:920-4, 981-4 N 1-8 '30

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Lower wages or higher rates. P. H. Fulton. il Mag of Wall St 48:226-7+ Je 13 '31

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See also

Railroads—Accounting
Railroads—Cost
Railroads—Pooling
Railroads—Rates
Railroads—Receiverships
Railroads—Securities
Railroads—Valuation

also names of railroads, e.g.

Buffalo, Rochester & Pittsburgh railway
Chesapeake and Ohio railway
Chicago & north western railway
Great Northern railway
Missouri-Kansas-Texas railroad
New York Central railroad
Norfolk and Western railway
Pennsylvania railroad
Reading company
Union Pacific railroad

Fires and fire protection

Fireproofing the railroad. R. R. Houpt. il Ry Age 87:1380-1 D 14 '29

Improved spark arrester developed on the Northern Pacific. il Ry Age 90:813-14 Ap 25 '31; Excerpt. Ry Mech Eng 105:261 My '31

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Co-ordinated rail and truck service. R. W. Talbot. Ry Age 91:640-2 O 24 '31

Declining growth of railway freight traffic; editorial. Ry Age 88:1305-6 My 31 '30

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Freight rate fixed to permit interchange with rail lines. il map Bus Transportation 9:147-8 Mr '30

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Handling silk in trainload lots. il Ry Age 89:1036-8 N 15 '30

Hearings on railroad practices. Ry Age 91:447-9, 474-6+, 517-21, 555-7, 600-4, 624-8, 672+, 714-15, 752-4 S 19-N 14 '31

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Longer credit period for freight bills is opposed. C. W. Berry. Ry Age 87:1386 D 14 '29

M-K-T recovers lost freight traffic. Ry Age 90:631-2 Mr 28 '31

Modern rail-to-keel terminal built at New York harbor. il diag plan Ry Age 91:629-33 O 24 '31

Motor truck—a threat and an opportunity. J. R. Turney. Ry Age 91:701-4 N 7 '31; Excerpts. Ptr Ink 157:56+ N 12 '31

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North Western l.c.l. delivery approximates express service. il map Ry Age 90:1060-2 My 30 '31

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Taking potatoes to market; Bangor & Aroostook. il map Ry Age 90:757-8+ Ap 18 '31

Transfers of lading reduced in the Toledo terminal. L. C. Reddish. il Ry Age 90:367-8 F 14 '31

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Container system (freight handling)
Electric railroads—Freight
Freight, Perishable
Freight car service
Freight cars
Freight handling
Merchant marine—Railroad operation
Railroads—Claims
Railroads—Loading rules
Railroads—Motor vehicle auxiliaries
Railroads—Produce terminals
Railroads—Rates
Railroads—Terminals
Railroads—Yards
Refrigerator cars
Tank cars
Terminals

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Fuel

Coal costs, first 6 months of 1929 and 1930. Ry Age 89:763 O 11 '30

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Coaling stations
Locomotives—Fuel

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K.C.S. line completes ownership to gulf ports. il map Ry Age 88:907-10 Ap 19 '30

Modern methods used in grading on the Southern Pacific. il Ry Age 89:354-60 Ag 23 '30

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Heating and air conditioning the Cleveland union terminal. J. W. Carrow. il diags plans Heating-Piping 3:99-105, 219-24 F-Mr '31

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Seventy-fifth birthday of Passenger officers' association. il Ry Age 88:586-9 Mr 8 '30

Southern men and capital helped to build western railroads. D. V. Haddock. il Manuf Rec 97:45-6 My 29 '30

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C.N.R. hotel at Saskatoon, Sask. il Can Eng 58:212 F 11 '30

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New terminal speeds fruit movement from coast; Southern Pacific yard and modern icing plant at Fresno. il diag Ry Age 89:1268-72 D 13 '30

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Kansas City Southern expands test and inspection work. M. A. Hall. il Ry Age 89: 529-32 S 13 '30

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Prices and the railroad outlook. B. K. Sandwell. Barron's 11:26 S 28 '31

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Railroad rates revised upward. Barron's 10:6-7 Jl 14 '30

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Railroads, asking rate raise, are confident of early relief. Business Week p5-6 Je 24 '31

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Railroads seek modification of Interstate commerce commission's order revising eastern freight rates. Comm & Fin Chr 131:1507-8 S 6 '30

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Railways and shippers oppose Howell bill. Ry Age 89:367-72 Ag 23 '30

Railways are going to fight! E. Lee. Ry Age 89:1162-4 N 29 '30; Same. Comm & Fin Chr 131:3468-9 N 29 '30

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Roads propose rate pool be loaned. Ry Age 91:685 O 31 '31

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Southern producers aided by freight rate ruling. C. E. Jones. Manuf Rec 98:39 D 18 '30

Southwestern lines file store-door tariff. Ry Age 91:353+ S 5 '31

Southwestern railroads file tariff for freight delivery service. G. L. Wilson. Automotive Ind 65:366 S 5 '31

Steel and coal interests testify against rate advance. Iron Age 128:579 Ag 27 '31

Supreme court decision paves way for protests on new freight rates. Iron Tr R 86:100 Je 12 '30

Valuation or rate base? editorial. Ry Age 88:809-11 Ap 5 '30

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Whiting concerns fined for freight rebating. Oil Paint & Drug Rep 117:30 Ap 28 '30

Will the freight rate increase help the railroads? P. H. Fulton. il Mag of Wall St 49:22-3+ O 31 '31

Wisdom of recapture provision questioned by I.C.C. in letter to Senate committee on Howell rate base bill. Ry Age 88:1237-40 My 24 '30

You'd better study freight rates. O. Wesson. Nation's Business 18:23-5+ D '30

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West coast rail freight for apple crops settled. Business Week p14 O 7 '31

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Increase in automobile shipment tariff planned by rails as part of program. L. W. Moffett. Automotive Ind 65:27 Jl 4 '31

Railroads cut rates up to 50% to meet driveaway competition. N. G. Shidle and G. L. Wilson. il maps Automotive Ind 64:463-9 Mr 21 '31

Rails begin new fight for automobile shipments by filing lower tariffs. Automotive Ind 64:455+ Mr 14 '31

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Chemical industries give freight data. Oil Paint & Drug Rep 120:17+ Ag 17 '31

Mathieson asks for chlorine freight cut. Oil Paint & Drug Rep 117:21+ Ja 6 '30

What do the new class rates mean to chemical freights? H. M. Mabey. Chem Markets 27:135-8 Ag '30

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Coal shippers make most determined opposition to freight rate increase. Min Cong J 17:450-1 S '31

Exporters of coal protest rise in freight rates. Steel 89:20 Ag 13 '31

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Southern coal operators present their side of lake cargo coal rate controversy. J. V. Sullivan. Manuf Rec 98:47-8 O 2 '30
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Freight rate basis on cotton revised after Inter-state commerce commission probe. Comm & Fin Chr 131:1206 Ag 23 '30
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Textile mills ask fair play. Manuf Rec 99:30 Ap 16 '31
Truck-competitive cotton rates authorized. Ry Age 90:904, 914-15 My 9 '31

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Maintenance of group differentials proposed in gasoline rate cut. J. Power. Nat Pet N 22:81-2 D 17 '30
Mid-continent rails offer rates to meet gasoline pipeline competition. Nat Pet N 22:37 O 22 '30
Must preserve oil group rate relationships. Nat Pet N 22:41 O 15 '30
Rail rates to meet pipeline competition expected to find opposition. Nat Pet N 22:25-6 N 5 '30
Railroads plan rate cut to meet tank truck competition. Nat Pet N 23:41 Mr 18 '31
Railroads to reduce rates on gasoline. W. T. Ziegenhain. Oil & Gas J 29:29+ O 23 '30
Refiners object to lower gasoline rail rates as proposed. Oil & Gas J 29:182+ D 11 '30
Southwestern railroads consider blending in transit rates. Nat Pet N 21:20 N 13 '29
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Grain rate reduction dampens hopes of western railroads. Business Week p9 Ag 27 '30
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Kansas City-Gulf wheat rate cut jeopardizes rate structure. Ry Age 87:1319-21 D 7 '29
New grain rates to reduce income of roads. Barron's 10:6 N 24 '30
North Dakota files with Inter-state commerce commission reply to Western carriers' request for rehearsing of case. Comm & Fin Chr 131:2164-5 O 4 '30
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U.S. Supreme court sets aside fruit rate cut ordered by Inter-state commerce commission. Comm & Fin Chr 130:3991 Je 7 '30

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Interior mills claim unequal burden in freight rate rise. Steel 89:17-18 Ag 20 '31
New freight rates on steel in effect. Iron Age 125:1555-6 My 22 '30; Same. Comm & Fin Chr 130:3651-2 My 24 '30
Rail rates on iron and steel. E. T. Good. Engineer 150:7 Jl 4 '30
Railroads ask permission to reduce short-haul steel rates. Iron Age 127:1997 Je 18 '31
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Rate rise to cost steel 16 millions; tariffs badly upset. Steel 89:25 N 2 '31
Rates on southern pig iron to North upheld in report. Iron Age 128:773 S 17 '31
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Shippers and railroads protest new rates on iron and steel. Business Week p5-6 Je 4 '30
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Southern carload iron and steel rate. C. E. Jones. Manuf Rec 100:27 Jl 30 '31

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Railroads plan rate cut to meet tank truck competition. Nat Pet N 23:41 Mr 18 '31

Live stock

Livestock rates by railroad less than by truck. il Ry Age 89:351-3 Ag 23 '30
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Five roads file truck body rates. Ry Age 91:608+ O 17 '31
Rails plan to carry loaded trucks to meet motor rivalry. Business Week p6 O 28; 12 N 18 '31

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Non-ferrous rate structure and railroad plea for general increase absorb attention of Interstate commerce commission. Min Cong J 17:578 O '31

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Paint freight rates are raised by I. C. commission. Oil Paint & Drug Rep 117:29 Je 2 '30
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Action of freight association to lower rates on short hauls. Oil & Gas J 29:97 Ap 30 '31
California railroads slash rates to meet truck competition. Nat Pet N 23:71+ Jl 22 '31
Eastern refiners object to general rail rate advance. C. E. Kern. Oil & Gas J 30:97 Ag 20 '31
Examiner recommends high oil rate level from Kansas City. Nat Pet N 23:78 My 13 '31

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Group three refiners prepare to fight new threat to freight rates. A. S. James. Nat Pet N 22:29 Ja 15 '30
Higher oil freight rates expected following ruling. Pet Age 25:62 Mr '31
Hoch-Smith oil rates expected to be effective Oct. 15. Nat Pet N 23:22 Je 10 '31
Immediate effect of I.C.C. rate decision not harmful. Oil & Gas J 30:89+ O 29 '31
Increase in southwestern oil rates; dissenting opinion. E. Brainerd. Oil & Gas J 29:131 F 19 '31
Increases in rail rates in Southwest proposed by I. C. C. examiners. A. E. Heiss. Nat Pet N 22:24-5 Ja 1 '30
I.C.C. refuses to suspend short haul oil rate cut. Nat Pet N 23:33 Ag 19 '31
Low rail rates to let east Texas crude move to old refining centers. A. S. James. Nat Pet N 23:40-1 Mr 11 '31
Market relationships lost in 15% rate increase. A. E. Heiss. Nat Pet N 23:33 Jl 22 '31
Mid-continent refiners protest cut in short haul oil rates. Nat Pet N 23:90 Ag 12 '31
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Pennsylvania refiners warn railroads against increased freight rates. A. E. Heiss. Nat Pet N 23:34+ Ag 19 '31
Petroleum freights are revised by I.C.C. Oil Paint & Drug Rep 119:40 F 23; 33A Mr 2 '31
Petroleum freights in New York. Oil Paint & Drug Rep 118:47 Jl 21 '30
Petroleum rates badly muddled by latest I.C.C. decision. A. E. Heiss. Nat Pet N 23:41 O 28 '31
Proposed freight rate increases to include oil products. Nat Pet N 23:33 Je 17 '31
Rail competition with pipe lines is recognized. Nat Pet N 22:23 F 19 '30
Rail tariffs may be lowered to meet all new competition. Oil & Gas J 30:111 Je 18 '31
Railroads join Mid-continent refiners in opposing higher freight rates. A. E. Heiss. Nat Pet N 22:40a-b Ap 16 '30
Railroads seek to reopen big oil rate case. Nat Pet N 22:32 Ja 22 '30
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Electric snow-melter keeps switches open in heavy storms. S. Z. Owen. il Elec J 27: 598 O '30
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More economical handling of stationery on the Southern Pacific. il Ry Age 91:508-10 O 3 '31
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Colonial design embodied in new Northern Pacific station at Mandan, N. D. L. Smith. il plan Ry Age 90:227-8 Ja 24 '31
Deep foundations at Cleveland union station. C. P. Marsh. Eng N 105:363 S 4 '30
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Eliminate 29 busy grade crossings; New York Central and Grand Trunk Western track elevation and joint facilities at South Bend, Ind. il map plan Ry Age 89:1214-19+ D 6 '30
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Monel metal sliding joints in Cleveland terminal. E. H. Hautz. Eng & Contr 69:189-90 Ap '30
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N. Y. C. obtains better results in stores work; Collinwood storehouse. il Ry Age 90:682-6 Ap 4 '31
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Santa Fe spends liberally for its supply handling. il Ry Age 87:1050-4, 1089-91, 1133-8, 1191-5 N 2-23 '29

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Burlington installs centralized traffic control on 24 miles of single track. W. F. Zane. il plan Ry Age 89:439-42 Ag 30 '30

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Centralized traffic control on the P. & P. U. il plan Ry Age 90:1140-2 Je 13 '31

Centralized traffic control on the Wabash. il diag Ry Age 91:50-2 Jl 11 '31

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Oil-electrics are effecting savings in switching service. il Ry Age 91:620-3 O 24 '31

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Communication service improved during 1930. S. R. Hamilton. il Ry Age 90:119-20 Ja 3 '31

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1929 witnessed marked increase in communication plants. R. S. Kenrick. Ry Age 88:116-18 Ja 4 '30

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Telegraphers

See Telegraphers

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Active work begins on large railway terminal at Montreal. il map plan Eng N 105:562-5 O 9 '30

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Large suburban terminal built for Illinois Central railroad at Chicago. diags plans Eng N 107:360-2 S 3 '31

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New Cleveland station. W. S. Lacher and others. il diags plan Ry Age 88:1553-80 Je 28 '30

New era of electrified terminal activity in St. Louis. B. W. Hilgard. il diag plans Elec Traction 27:437-40 S '31

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N. Y. C. re-signals tracks entering Grand Central terminal. il Ry Age 90:856-8 My 2 '31

North Western plans new Chicago express terminal. il Ry Age 88:971 Ap 26 '30

Over a billion lb. of steam per year; equipment necessary to supply steam and hot water to the buildings in the Grand Central Terminal group in New York city. il Heating-Piping 3:570-1 Jl '31

Overhead system of Cleveland terminal electrification. L. W. Birch. il Elec Traction 26:535-7 O '30

Pennsylvania railroad building new terminal in Philadelphia. R. G. Skerrett. il Comp Air M 35:3222-7 Ag '30

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La possibilité de bâtir au-dessus des voies ferrées en tranchée, aux abords des grandes gares de Paris. Génie Civil 99:195-6 Ag 22 '31

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Rare old bridges replaced in B. & M. railroad terminal improvements at Boston. il map diag Eng N 107:718-22 N 5 '31

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Report on C.N.R. terminal scheme. C. W. Lancaster. Can Eng 59:333-6 S 16 '30

$16,000,000 rail terminal facilities under way in St Louis. R. W. Sexton. il Manuf Rec 99:36-8 Ap 16 '31

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Unification of railroad terminals. M. L. Fair. Harvard Business R 10:85-96 O '31

Union station and terminal for Cincinnati. il plans map Eng N 106:348-52 F 26 '31

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Union terminal, Cleveland; discussed at A.S.C.E. summer meeting. il Eng N 105:99 Jl 17 '30

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Locomotive terminals	Railroads—Yards
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Heating

Heating the Erie railroad's New York terminal. H. P. Smith. il diag Power Pl Eng 34:881-2 Ag 1 '30

New central heating plant serves Philadelphia terminal; auxiliary power and steam for feed-water heating. C. F. Dixon. il diag Power 71:772-5 My 20 '30

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Motor generators supply power for Cleveland terminal electrification. G. R. McDonald. il diags plans Elec Ry J 74:633-6 O '30

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New Buffalo terminal plant. il plan Power Pl Eng 34:1191-2 O 15 '30

Power and heat for the Grand Central terminal area; large substation and heating plant moved and completely rebuilt. il Ry Age 88:632-4 Mr 15 '30

To serve a railroad and a city within a city; Grand Central terminal, hotels, skyscraper office buildings, etc. C. B. Martin. il plans Elec W 96:78-82 Jl 12 '30

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Birth, life, and death of a railroad ticket. F. X. Milholland. il Sci Am 145:311-13 N '31

Les machines à imprimer les billets au moment de leur délivrance; leur emploi aux Chemins de fer de l'Etat. P. Calfas. il diags Génie Civil 96:77-81 Ja 25 '30

Southern Pacific installs ticket printing machine. Ry Age 88:652 Mr 15 '30

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Tool kit for cleaning air brakes. diags Ry Mech Eng 104:522-3 S '30

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American railroads experiment with new type of track construction. il Steel 89:44 Ag 6 '31

Arc welding in Europe. E. D. Lacy. il Am Mach 74:505-7 Mr 26 '31

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Completing $8,210,000 railroad improvements; Cotton Belt railway. Manuf Rec 98:46 O 2 '30

Concrete blocks supplant ties in experimental track. il diags Eng N 106:514 Mr 26 '31

Concrete roadbed on the Pere Marquette railway. P. Chipman. il diags Am Concrete Inst J 1:143-56 D '29

Cotton Belt reconstructs line in Texas. il diags map Ry Age 89:1071-6 N 22 '30

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European track maintenance and construction. J. V. Neubert. Ry Age 89:710 O 4 '30

Four-mile line requires three million yards of fill; Santa Fe relocation project. il plans Ry Age 90:671-5 Ap 4 '31

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Joint separation of railroad grades at W. 15th Pl. and Stewart Ave, Chicago. il diags Eng & Contr 69:321-8, 366-71 S-O '30

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Laying rails by heats. H. H. Morgan. Ry Age 90:1191 Je 20 '31

Looking ahead in maintenance of way. L. Adams. Ry Age 89:623 S 27 '30

M.P. and L. & A. joint trackage rights. Ry Age 90:322 F 7 '31

New type of track maintenance unit; Fairmont Mogul. il Ry Age 91:57-8 Jl 11 '31

N. Y. C. re-signals tracks entering Grand Central terminal; revised track layout. il Ry Age 90:856-8 My 2 '31

Noteworthy double-track program brought to a close; Chicago, Burlington & Quincy. il maps Ry Age 89:1354-8+ D 27 '30

Novel track construction in experimental service; Geo track rails bolted to tie-plates. il diags Eng N 104:1052-3 Je 26 '30

Operating a desert division; Western Pacific through Nevada. H. J. Beem. il Ry Age 89: 443-5 Ag 30 '30

Pennsylvania lays heaviest rails in world, 152 pounds to yard. il Steel 88:16 Je 11 '31

Pere Marquette builds new type of concrete roadbed. il diags Ry Age 88:237-9 Ja 25 '30

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New rail-renewal practice on the Northern Pacific railway. Eng N 105:14 Jl 3 '30

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Heavier business without larger terminal facilities; report of American association of railroad superintendents. Ry Age 88:1593-4; Discussion. 1594 Je 28 '30

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Burlington completes centralized control system on nine miles of double track. W. F. Zane. il diag Ry Age 88:812-14 Ap 5 '30

Burlington installs centralized traffic control on 24 miles of single track. W. F. Zane. il plan Ry Age 89:439-42 Ag 30 '30

Centralized installation on B. & M. controls four junctions. E. N. Fox. il map plan Ry Age 90:318-20 F 7 '31

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Passenger-train handling. J. A. Burke. Ry Age 88:1194 My 17 '30; Same. Ry Mech Eng 104:324 Je '30

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Competing trains not so many or so costly, after all. Business Week p17 Ag 5 '31

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Speeding up trains with water cars; Missouri-Kansas-Texas eliminates water stops. il map Ry Age 91:354-6 S 5 '31

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Car retarders reduce cost of yard operation on the C. & O. il plan Ry Age 89:517-18+ S 13 '30

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Drug stores
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Country stores
Dealer conventions
Dealer helps
Dealer relations
Dealers as stockholders
Delivery of goods
Department stores
Display of merchandize
Dry goods
Electric shops (retail trade)
Grocery trade
Hardware
Instalment plan
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Marketing
Merchandizing
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Inland waterways corporation
Loading and unloading—Barges
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Embankments
Flood control
Floods
Hydraulic engineering
Hydraulics
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River traffic
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Waterways

also names of rivers, e.g. Colorado river; Mississippi river

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See also

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Dams
Dikes (engineering)
Flood control
Hydraulic laboratories
Jetties
Levees
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also names of rivers, e.g. Colorado river; Mississippi river; St Lawrence river

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Libraries (rooms)
Living rooms

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Fire protection
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Gas masks
Lightning arresters
Lightning protection
Mine rescue work
Miners—Clothing
Motor truck drivers
Railroads—Signals
Respiratory apparatus
Safety at sea and other headings beginning Safety
Street lighting
Traffic regulations
Traffic signals
Tree climbing
Workmen's compensation

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Blasting
Building
Chemical plants
Chromium plating
Coal mines and mining
Conveying machinery
Dye factories
Electric tools, Portable
Electric utilities
Gravel plants
Machinery
Mining engineering
Paper mills
Petroleum industry and trade
Pipe laying
Power transmission
Presses
Railroads
Roads
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Welding
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See also

Arbitration
Auctions
Contracts
Conveyancing
Exclusive agencies
Payment
Price fixing, Resale
Returned goods
Shipment of goods
Warranty

SALES, Conditional

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See also

Fixtures (law)
Instalment plan

SALES, Removal

Advertising

Selling ice to Eskimos; David Kramer office furniture. Ptr Ink 155:61-2 My 14 '31

SALES, Special

Advantages of special sales to the gas industry. J. C. Smith. Gas Age 67:887-8+ Je 6 '31

Getting dealer co-operation for White Rose $1 sale. E. Peterson. il Ptr Ink 150:25-6+ Mr 20 '30

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Why one department store head thinks cut price is economic necessity. D. F. Kelly. Ptr Ink 153:57-8+ D 25 '30

SALES, Special—*Continued*

Advertising

Should advertisers ignore retail sales events? recent Pepperell sheets advertisement. il Ptr Ink 154:36 Ja 22 '31

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Canada Dry hurdles 1931 handicaps. J. G. Donley. il Forbes 28:14-16 S 15 '31
Driving forces in the sales plan. S. D. Cowan. chart Taylor Soc Bul 16:108-28; Discussion. 128-34 Je '31
Frigidaire aims to make every user a salesman. B. A. Grimes. Ptr Ink 156:25-6+ S 10 '31
General Grinder, three months old, ships a seven-car trainload. il Sales Management 25:146 Ja 24 '31
Possibilities of specialty sales. R. C. Kash. Sheet Metal Worker 21:719-20 N 28 '30
Premier outruns all quotas in 11-week campaign. B. R. Gates. il Sales Management 22:68+ Ap 12 '30
Pre-tested campaign sweeps Fineart foods into a big market. V. Van Der Linde. il Sales Management 20:364-6+ N 23 '29
Putting on a double seven sales drive; Minnesota northern power company. C. McPherson. il Ptd Salesmanship 58:149-50 O '31
Remington Rand doses sales managers with their own medicine. W. F. Merrill. Sales Management 27:16 Jl 4 '31
Rex Cole's dull season drive sells 4,000 refrigerators. E. H. Campbell. Sales Management 25:449+ Mr 14 '31
Ruud finds a way to lick the seasonal market problem. R. S. Clarke, jr. Sales Management 24:306+ N 22 '30
Silent automatic's crack branch chalks up an off season sales record. B. Crowell. Sales Management 22:337+ My 24 '30
Six weeks' campaign that sold 1,100 washing machines. M. Gilde. Sales Management 22:260+ My 10 '30
Sold: 19,306 refrigerators in a six weeks' campaign; Associated gas and electric system, New York. A. E. Ward. il Sales Management 24:216+ N 8 '30
Special drive pushes sales 22 per cent over quota; Georgia power company. W. E. Underwood. il Ptr Ink 153:3-4+ N 6 '30
This depression campaign sold 7,000 stoves; Coleman lamp & stove company, Wichita, Kan. K. E. Kilby. il Sales Management 27:56-7+ Jl 11 '31
U. S. tires completes new sales set-up; 1930 campaign. L. M. Simpson. Sales Management 20:441-2 D 7 '29

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Fifteen reasons why the sales conference is under fire. E. P. Hermann. Ptr Ink 156:40-2 Ag 27 '31
Making sales meetings produce sales. C. N. Tunnell. Gas Age 64:738+ N 16 '29
Story swapping contests liven Conover sales meetings. H. E. Fleming. il Sales Management 26:308-9 My 23 '31

SALES contests

Alemite's year-around contest promotes year-around sales effort. J. F. Kerwin. Sales Management 23:282-3+ Ag 23 '30
Back up the sales contest with ideas. Ptr Ink 155:20 Je 4 '31
Bridging the valley in the business curve. Bus Transportation 10:25 Ja '31
Brooklyn Union breaks records in two months' sales drive. R. L. Hallock. il Gas Age 68:305-6 Ag 29 '31
Campaign that sold 3,318 ranges in forty-two days; Georgia power company. D. G. Baird. il Sales Management 22:572-3+ Je 28 '30
Contest lifts Copeland volume 60 per cent in off season. Sales Management 28:136 O 24 '31
Contests don't stir prickles on the 1930 salesman's spine. G. Biggs. Ptr Ink 150:17-20 Ja 16 '30
Electrol maintains sales with pigskin contest. S. Harvey. Sales Management 25:190 Ja 31 '31
Every salesman broke his summer record in this contest; Liberty mutual insurance company, Boston. R. P. Ashley. Sales Management 22:530+ Je 21 '30
Every salesman had a chance in this contest; Willhelm lubrication company. K. W. Fawcett. Ptr Ink 152:49-50+ S 25 '30
Find the sales contest theme—then plug it; electric refrigeration department of the General electric company. W. B. Edwards. il Ptr Ink Mo 21:39-40+ D '30
Fraud bond stock exchange; National Surety's sales campaign contest. A. T. White, jr. il Spectator 123:32-3 D 26 '29
From 23rd place to 4th—in 8 months! Norge corporation. E. H. Shanks. pl Ptd Salesmanship 58:120 O '31
General Electric circus truly the greatest sales show on earth. W. J. Daily. il Ptd Salesmanship 56:214-17+ N '30
Getting jobbers' salesmen to do specialty selling on a limited line; Blackhawk manufacturing company. Ptr Ink 155:49-50 My 21 '31
Handling the salesman who loses out in a contest. R. C. Hahn. Ptr Ink 150:112-13 Ja 2 '30
Holes in one and home runs; Denver gas salesmen increase revenue per customer and cut sales expenses. R. G. Munroe. Gas Age 68:44+ Jl 11 '31
How National cash register co. stages its sales contests. Ptr Ink 150:57-8+ Mr 6 '30
How some successful sales contests were run. E. B. Weiss. Ptr Ink 154:3-4+ Ja 8 '31
How Squibb plans sales contests after ten years' use. G. M. Miller. Ptr Ink 157:17-20 O 8 '31
Inducing the salesman to invest in himself; an Edison quota system. N. C. Durand. Ptr Ink 150:25-6+ Mr 6 '30
Jobber's views of manufacturers' contests for jobbers' salesmen; Masback hardware company. H. E. Masback. Ptr Ink 156:33-4+ Jl 2 '31
Let the salesman compete with his quota. C. A. Emley. Ptr Ink 150:65-6+ Mr 20 '30
Let's have a sales contest. Ptr Ink 152:120 S 11 '30
Loyalty sales contest that boosted profits 15 per cent. il Ptr Ink 152:50+ Ag 28 '30
Making the sales contest ring the bell. Ptr Ink 157:106 N 5 '31
Nine sales contest features that help boom Rex Cole sales. E. H. Campbell. Ptr Ink 155:82-4 My 28 '31
Norfolk operators become salesmen; Virginia electric and power co. C. B. Hall. il Aera 22:359-60 Je '31
Not-too-serious contest that hauls in signed orders; Hanson brothers scale company. R. D. Mock. Sales Management 21:154+ Ja 25 '30
One-day sales drive doubled volume for Holland Vaporaire. E. H. Pearson. Sales Management 22:476 Je 14 '30
Pacific gas and electric salesmen exceed quota. J. S. Frickelton. Gas Age 66:579+ O 11 '30
Pajamas and hams put kick into our sales contests. T. Wayne. Sales Management 28:164+ O 31 '31
Personal publicity for salesmen. Ptr Ink 157:96-7 N 5 '31
Philadelphia is 300 per cent ahead on refrigerator sales. N. Shanklin. Gas Age 68:309 Ag 29 '31
Prizes alone won't win sales contest enthusiasm. J. Maratta. Ptr Ink Mo 21:38+ Ag '30
Sales contest that is neither too long nor too short. C. E. Pellissier. il Ptr Ink Mo 21:134+ O '30
Sales contests as builders of sales organizations. H. Whitehead. Gas Age 68:85-6, 201+ Jl 18, Ag 8 '31
Sales promotion, like charity, must begin at home; Victor adding machine company. W. F. Scranton. il Ptd Salesmanship 56:490-3+ F '31; Excerpts. System 50:291-2 Ap '31
Salesmen's contests—the final round. G. Biggs; A. H. Little. Ptr Ink 150:64-5+ F 13 '30
Setting the stage for a sales round-up. B. H. Briscoe. il Ptd Salesmanship 54:261-4 N '29

SALES contests—*Continued*

Special drive pushes sales 22 per cent over quota; Georgia power company. W. E. Underwood. il Ptr Ink 153:3-4+ N 6 '30

Speed up sales! credit analysis as important as sales expansion; Hewes & Potter, Boston. C. E. Pellissier. Credit Mo 33:15+ Ja '31

Staging a sales derby. E. H. Shanks. il Ptd Salesmanship 57:392-4 Jl '31

Stimulating sales from within; Victor adding machine company. W. F. Scranton. il System 59:291-2 Ap '31

Stock market contest increased sales 25 per cent; National lamp works. L. P. Moyer. il Ptd Salesmanship 56:124-6 O '30

This ad proof built sales. System 57:327-8 Ap '30

This sales contest inspired the home office; Ambler asbestos shingle & sheathing co. D. C. Miner. il Ptr Ink 151:49-50 Ap 3 '30

To make your salesmen happy, give them a fight. A. H. Little. il Ptr Ink 150:25-6+ Ja 30 '30

Trip-to-Europe prize spurs salesmen in Curtiss candy company contest. E. V. Zeddies. Sales Management 23:200+ Ag 9 '30

2,200 jobber salesmen enroll in Blackhawk long-pull contest. D. G. Baird. il Sales Management 26:238+ My 9 '31

Using your own products for prizes. il Ptr Ink 152:26+ Jl 17 '30

Value of sales contests. R. D. Keim. Oil Paint & Drug Rep 117:48-9 My 5 '30

What well-dressed salesman will—or won't—wear. R. K. Tenney. Gas Age 68:75-6 Jl 18 '31

Why N.C.R. believes in sales contests. C. E. Steffey. Ptr Ink 150:17-19 F 20 '30

Year-round contest in which every salesman can win. F. W. Mueller. Ptr Ink 150:68+ F 27 '30

SALES contests, Dealers'

Does it pay to put on a sales contest in hot weather; Kelvinator campaign. Adv & Sell 17:27+ Ag 5 '31

Football contest that increased sales even in the fall of 1929 for Sparton radio distributor. G. L. Price. il Ptd Salesmanship 55:506-7 Ag '30

Getting salesmen to study our line. A. H. Stringe. plan System 58:394 N '30

Giving all contenders equal chance in a dealer contest; the Domestic stoker company. A. Dow. Ptr Ink 156:96-7 Jl 30 '31

How Packer helps retailers sell other products besides theirs. Ptr Ink Mo 19:114+ D '29

Some things our direct-mail mistakes have taught us. K. E. Kilby. il Ptd Salesmanship 56:397-9+ Ja '31

SALES contracts. See Sales

SALES conventions

Absent guests at the sales convention. Ptr Ink 151:108 Je 26 '30

Found: a bang-up idea for a sales convention; Albert Pick-Barth company, Chicago. J. F. Kerwin. il Sales Management 21:288-9+ F 15 '30

Frigidaire takes its convention to 12,000 men. A. H. Little. Ptr Ink 150:81-2+ F 6 '30

Get together meetings still held valuable. Weekly Underw 122:1225+ My 17 '30

How Eureka cut sales convention costs and improved results; sectional plan. C. C. Wilmot. Ptr Ink 151:41-2+ My 15 '30

How Luden's cover 500 items at a convention. N. S. Reppert. Sales Management 26:509+ Je 27 '31

How to keep a sales meeting from yawning itself to death. M. Regan. Sales Management 26:508-9 Je 27 '31

Ideas that clicked at the Steeltex convention. R. L. Glose. il Sales Management 21:474-5+ Mr 15 '30

It took forty years to evolve this sales convention; Chamberlin metal weather strip co. J. P. Glaser. Ptr Ink 154:42+ F 26 '31

Merchandise show is feature of this sales convention; Albert Pick-Barth company. R. W. Clarke. il Ptr Ink Mo 20:63-4+ Mr '30

National conventions or local? Ptr Ink 152:133-4 Jl 17 '30

". . . Of the salesmen, by the salesmen, for the salesmen;" speechless conventions of the Connecticut mutual life insurance company. Ptr Ink 153:113-14 O 23 '30

Printing that enlivens sales conventions. E. H. Shanks. il Ptd Salesmanship 54:341-3 D '29

Sales conventions—national or regional? W. F. Wyman. System 59:369-71+ My '31

Sales meeting that was founded on a questionnaire; Railway & industrial engineering co. F. E. L. Whitesell. Ptr Ink 150:101-2 Mr 27 '30

Salesmen in convention should give as well as get. L. J. Colenback. Ptr Ink 154:25-6+ Mr 12 '31

Saving money on sales conventions; conventions-by-mail. Ptr Ink Mo 21:104 S '30

Scope of sales conventions. Ptr Ink 150:185+ Ja 9 '30

Speechless conventions to be held soon by the Connecticut Mutual life. East Underw 31:1+ Ag 1 '30

Standard Brands sells two markets and trains salesmen with one film. il Sales Management 26:55+ Ap 11 '31

We made our convention pay dividends by treating those distributors who attended as employees; Scott & Fetzer company. R. H. Jones. Ptr Ink 149:57-8+ D 26 '29

Why the salesmen like our conventions; De Long hook & eye company. C. A. Emley. Ptr Ink Mo 23:48+ O '31

Word—or two—about emotion in the sales convention. A. H. Little. Ptr Ink 150:17-20 F 27 '30

See also

Dealer conventions

SALES costs

About sales costs. C. M. Bigelow. Paper Tr J 93:47-9 S 10 '31

Better sales planning will reduce distribution costs. D. R. Cowan. Adv & Sell 14:74+ F 19 '30

Distribution's N. R. K. Leavitt. Adv & Sell 16:20-1+ Mr 18 '31

Economics of the nonmetallic mineral industries. R. B. Ladoo. Rock Prod 34:41 Ag 29 '31

How selective selling protects profits. R. A. Balzari. Sales Management 25:236+ F 7 '31

How we budget sales to protect profit; Troy laundry machinery company. R. W. Denham. Sales Management 20:497-8+ D 14 '29

Making profits grow out of selling costs. G. Iden. il Mag of Wall St 45:274-5+ D 14 '29

Maximum volume in sales; economic analysis to fix sales and advertising expenses in terms of volume of sales. Elec W 95:982-3 My 17 '30

Measuring sales and advertising with the same yardstick. J. L. Ashcroft. Adv & Sell 14:21-3 Ap 30 '30

Our cost-per-call system for working industrial prospects; Parker-Kalon corporation, New York. C. S. Trott. Sales Management 21:74+ Ja 11 '30

Plotting the profit course. C. E. Knoeppel. fold chart Factory & Ind Management 79:826-33 Ap '30

Sales executives study lowering of sales costs in Boston meeting. Sales Management 22:388 My 31 '30

Selling selectively; Troy laundry machinery company. R. Dickinson. Ptr Ink Mo 21:116+ D '30

Selling to the textile industry. R. E. Sumner. Am Dyestuff Rep 20:396-9 Je 22 '31

Thirteen Scotch economies in the handling of sales expenses. D. Argyle. il Adv & Sell 14:28+ Ap 16 '30

See also

Salesmen—Expenses

Accounting

Accounting for selling and distribution expenses. J. L. Palmer. Paper Tr J 89:69-72+ D 12 '29

Distribution costs. N. M. Perris. Taylor Soc Bul 15:32-8 F '30

SALES costs—Accounting—*Continued*

Home grown quotas. R. L. Swift. il Ptr Ink Mo 21:31-2 O '30

How to distribute selling costs. System 58: 314+ O '30

Prepare the sales budget with your departments for efficient cost accounting. J. J. Berliner. Brick & Clay Rec 76:48+ Ja 14 '30

Recording sales and sales costs. J. M. Pratt. Chem Markets 28:283+ S '31

Use of costs in selling. R. G. Knowland. Paper Tr J 93:51-3 Jl 16 '31

What can I afford to spend to get a new customer? Refrig Eng 19:91-2+ Mr '30

SALES departments

Our sales department prevents inventory evils; CeCo manufacturing company. E. Kauer. Sales Management 22:120+ Ap 19 '30

Sales department as a factor in good public relations. E. R. Acker. Am Gas Assn Mo 13:323-5 Jl '31; Same abr. Gas Age 67:995-6+ Je 27 '31

What sales can learn from the factory. T. R. Jones. il System 58:283-5+ O '30

See also

Sales promotion departments

Records

Customer barometer that increases sales; the Richards brush company. Ptr Ink 153:42+ D 4 '30

SALES estimates

Accounting for selling and distribution expenses. J. L. Palmer. Paper Tr J 89:69-72+ D 12 '29

Budgetary control and sales analysis. A. G. H. Dent. Electrician 103:736 D 13 '29

Budgeting territorial sales. J. J. Witherspoon. Ptr Ink Mo 20:50+ Mr '30

How we budget profits; American writing paper company. L. C. Reynolds. il System 59:28-9 Ja '31

How we forecast and plan sales six months in advance. Sales Management 21:58-60 Ja 11 '30

Industrial marketing research. W. Emery. Adv & Sell 14:36 Mr 19 '30; Same. Chem Markets 26:369 Ap '30

Measuring sales potentials. L. D. H. Weld. Ptr Ink 152:25-6+ Jl 31; 69-70+ Ag 7; 41-2+ Ag 14; 97+ Ag 21; 41-2+ Ag 28; 79-80 S 4; 117-20 S 11 '30

Method of estimating future gas sales on the basis of atmospheric temperatures. J. F. Brennan. Gas Age 65:173-4, 177-8 F 8 '30

Our budget objectives—more sales, more profit. H. D. Minich. System 58:120-2+ Ag '30

Prepare the sales budget with your departments for efficient cost accounting. J. J. Berliner. Brick & Clay Rec 76:48+ Ja 14 '30

Price-volume study. A. W. Willsmore. Elec R (Lond) 108:403-4 F 27 '31

Upon what shall we base our 1931 sales quota? G. A. Nichols. Ptr Ink 153:3-4+ D 18 '30

See also

Production and sales, Coordination of

SALES letters

A. A. Milne writes a sales letter. Adv & Sell 17:27 My 27 '31

Across the blue horizon of the underwriter's opportunity. E. B. Davison. Spectator 126: 10+ Mr 19 '31

Analyze customers—personalize appeal. W. Case. il System 59:380-1 My '31

Atwater Kent shows dealers how to sell by mail. Ptr Ink 153:122+ N 27 '30

Be sure your direct mail has direction. A. Glim. Ptr Ink 152:41-2+ S 4 '30

Behind the scenes in a sales promotion letter production department; Albert E. Peirce & company, Chicago. R. H. Hite. il Ptd Salesmanship 55:404-7+ Jl '30

Best sales-letter argument. R. Collier. System 59:365+ My '31

Cold facts with a dash of humor; Electrolux letters to doctors and lawyers. Ptr Ink 157:93 N 5 '31

Controlled mailing sold 50 per cent of dead accounts. J. A. Seabrooke. System 60:171-2 S '31

Could you use twenty-four hundred dollars' worth of business? Sheet Metal Worker 22: 501+ Ag 21 '31

Elfrida explains why she simply can't accept any more amazing offers. Ptd Salesmanship 56:325+ D '30

Experiments with complimentary letter closings that mean something; De Long hook and eye company. C. A. Emley. Ptd Salesmanship 55:416+ Jl '30

First principles of mail selling. M. Droke. Adv & Sell 15:34+ Ag 20; 36 S 17 '30

Follow-up letters help sell water heaters. R. K. Tenney. Gas Age 67:433-4 Mr 21 '31

48 new accounts from 303 calls; four letters preceding salesmen's calls bring over 15 per cent results. E. O. Hand. Ptd Salesmanship 56:230-1+ N '30

Four follow-up letters that closed 63 sales from 123 magazine inquiries; Mitchell moulding company. Ptd Salesmanship 55: 357-8 Je '30

Four letters that did four specific jobs. E. B. Weiss. Ptr Ink 157:41-2+ N 5 '31

How direct mail sells extra insurance for Christmas; Equitable life insurance company of Iowa. H. D. Read. il Ptd Salesmanship 56:328-30 D '30

How sales letters helped build a million-dollar business in three years; Allegheny tube & steel co. E. O'Connor. Ptd Salesmanship 55:245-6 My '30

How the personal touch sells oil burners. Dom Eng 136:90-1 Ag 22 '31

How to write individualized form letters. S. Tiernan. Bankers Mo 48:28 Ja '31

Lawyers and business writers win cases through evidence and testimony. R. Ruxton. il Ptd Salesmanship 54:447-8+ Ja '30

Letters are the salesmen; broadsides the line of samples. il Ptd Salesmanship 55:155-6+ Ap '30

Letters that bring lost customers back to the fold; De Long hook & eye company. C. A. Emley. Ptr Ink 153:10+ O 23 '30

Letters that coax back lost customers; Comfort coal-lumber co. H. Blauvelt. Ptr Ink 154:69-70+ Ja 8 '31

Letters that sell—and why. J. C. Aspley. 250p Dartnell '30

Letters that sell customers after they have bought. E. B. Weiss. Ptr Ink Mo 23:88-9+ N '31

Letters that win interviews for salesmen; an insurance company's portfolio of model sales letters. R. J. Walker. il Ptd Salesmanship 54:372-4 D '29

Making your letters newsy. R. Collier. il System 59:24-5 Ja '31

Methods of contact with prospects that have been successfully used by local agents. J. P. Collins. Weekly Underw 124:761 Mr 21 '31

Motives that open the buyers' purses. R. Collier. il System 59:198-9 Mr '31

Nature lovers letter 70% efficient in selling lubrication. il Nat Pet N 23:69-70+ Ag 19 '31

Nine letters to the Messrs "B"; a productive mail campaign. F. M. Staker. Burroughs Clearing House 14:21-2+ Jl '30

Often overlooked gold mine; 100 letters—$5.16—nine jobs. Sheet Metal Worker 22:494+ Ag 21 '31

$175,000 from idle accounts stimulated by letters to depositors. G. L. Spry. Bankers Mo 48:539-40 S '31

Our letters are substitutes for personal calls. Ptd Salesmanship 55:360+ Je '30

Personalization of approach is used too little in sales letters. J. Carden. Ptr Ink 151:98+ Ap 10 '30

Personalized letter that revived the "dry" dry cleaning business. G. E. Mitchell. il Ptd Salesmanship 57:56+ Mr '31

Protest against the dear friend type of letter. E. Pousland. il Ptd Salesmanship 54:567-8 F '30

Putting push into sales letters. R. Collier. il System 59:282-4 Ap '31

Revive old accounts at Christmas? M. E. Bridston. Ptd Salesmanship 56:232-3 N '30

Robert Collier letter book. R. Collier. 436p $5 McGraw-Hill '31

SALES letters—*Continued*

Sales letter, as Amos an' Andy would write it. A. R. Barkley. Ptd Salesmanship 55:217 My '30

Sales letters dominate the mailing-a-month program of a $40,000,000 business; Turner construction company. P. A. Phillips. Ptd Salesmanship 54:244-5 N '29

Sales letters for helping a product sell itself; how a series of ten cellophane-wrapped samples, each accompanied by a short, breezy sales letter, aroused the interest of key executives. L. B. Steele. Ptd Salesmanship 55:57 Mr '30

Series of letters brought 35 per cent replies in Copley-Plaza campaign. C. W. Hawkes. Ptd Salesmanship 54:471-2 Ja '30

Six letters that got across. System 58:129+ Ag '30

Squeezing more sales out of advertising inquiries; the Cromar company. W. B. Edwards. Ptr Ink 157:77-8+ O 8 '31

Successful sales letters—how others write them. L. I. Miller. Gas Age 66:276 Ag 23 '30

That closing paragraph in your letter is like the last round in a fight; it's the place for the knockout punch! L. E. Frailey. il Ptd Salesmanship 57:468-70+ Ag '31

This letter sold a half-millon dollars worth of fish. C. P. Russell. Ptr Ink 150:85-6+ F 13 '30

350 new banking contacts from one campaign of six letters. G. E. Mitchell. il Ptd Salesmanship 56:510+ F '31

Throw out the last line of that sales letter! M. Droke. Ptr Ink 150:25-6+ F 27 '30

To fill in or not to fill in. W. B. Edwards. Ptr Ink 152:25-6+ S 11 '30

Tonic letters for sick accounts. F. R. Otte. System 3:34-6 D '29

Touching off the spark of interest. L. E. Frailey. il Ptd Salesmanship 57:395-7 Jl '31

Trend of circular letters; an analysis of 166 letters. E. J. Heimer. Ptr Ink 153:125+ D 11 '30

Unpersonalized circular letters bring better results. E. Thompson. Ptr Ink 151:105-6 Ap 17 '30

What is it makes some letters pay? R. Collier. System 58:482-4 D '30

What is it that makes a sales letter click? J. K. Macneill. Ptd Salesmanship 54:328-9+ D '29

What makes a good letter? R. Collier. System 60:24-5+ Jl '31

When a competitor cuts his prices? C. McPherson. il Ptd Salesmanship 58:24-6 S '31

When to personalize sales letters. Ptr Ink 150:137 Mr 20 '30

Whoopee letters. G. L. Boyle. Ptd Salesmanship 54:480+ Ja '30

Why they buy. R. E. Ramsay. 272p Business letter institute, inc, Indianapolis '30

Word-pictures that sell. R. Collier. il System 59:110-11 F '31

Writing the customer who has had fifteen letters; a men's apparel store. R. G. Dudley. Ptr Ink 157:92-3 O 15 '31

Your letter's close. R. Collier. il System 59:455+ Je '31

Yours very truly; make your letters sincere, honest, human. F. H. Meeks. il System 60:302-3+ N '31

See also
Advertising, Mail
Follow-up systems
Letterheads

SALES management

Barehanded sales management. R. D. Mock. Sales Management 22:220+ My 3 '30

Can we add front-wheel drive to salesmanship? F. L. Scott. il Adv & Sell 15:27+ S 3 '30

Capturing larger orders with selective salesmanship. J. K. Novins. Inland Ptr 86:47-8 Mr '31

Careful direction of salesmen helps toward better management. C. W. Schneidereith. il Inland Ptr 86:53-5 Ja '31

Concentrating on sales. W. F. Wyman. il Ptr Ink Mo 20:31-2+ My '30

Controlling the sales force. H. Whitehead. Gas Age 65:799-800 My 24 '30

Creating a sales organization. H. Whitehead. Gas Age 67:931-2 Je 13 '31

Cutting the high cost of unproductive calls. R. Dickinson. Ptr Ink 157:41-2+ O 22 '31

Daily contact with entire sales force helps sales and collections. R. H. Thomas. Nat Pet N 22:81+ Ag 6 '30

Distribution costs. N. M. Perris. Taylor Soc Bul 15:32-8 F '30

Don't emphasize merchandising at expense of production; Studebaker corporation. D. R. Osborne. Ptr Ink 151:141-2+ Ap 3 '30

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Postal savings banks
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Christmas clubs
Postal savings banks
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SHAVING cream—*Continued*

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SHEAR. See Strains and stresses

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Sheet steel

SHEET metal

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Sheet iron	Tin plate
Sheet steel	

also National association of sheet metal distributors

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Devices for conveying steel sheets. F. M. Fish. il Blast F & Steel Pl 18:1329-33 Ag '30

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New method of cold roll piling. il Iron Age 125:799-800 Mr 13 '30; Iron Tr R 86:52-3 Mr 20 '30; Blast F & Steel Pl 18:646-7 Ap '30

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Aluminaire; a new departure in residential design and construction. il plans Am Bld 51:60-1 Je '31

Aluminum, steel and glass dwelling exhibited. il Iron Age 127:1378 Ap 23 '31; Sheet Metal Worker 22:224 Ap 17 '31; Heat & Ven 28:98 Je '31

Homes of metal. il diag Metal Prog 20:89-94 Jl '31

Old fallacy of little sheet metal work on residences exploded. il Sheet Metal Worker 22:424-5 Jl 24 '31

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Sheet metal for wall surfaces. T. E. Orr. Sheet Metal Worker 22:372-3+ Je 26 '31

SHEET metal shops

Change pocket of a business. il Sheet Metal Worker 22:432-3+ Jl 24 '31

Contracting for aircraft sheet-metal parts. B. von L. Lansdowne. il Iron Age 127:855-9 Mr 12 '31

Curtails wasted effort in bidding; C. F. Kobel, Denver, Colo. T. C. Cunningham. Sheet Metal Worker 21:652+ O 31 '30

Furnace and sheet metal shop profits by low-cost advertising and intelligent planning of buildings; Metal products co, Colorado Springs. W. Parker. il Sheet Metal Worker 21:283-4 My 16 '30

How a business was built that depression failed to depress. il Sheet Metal Worker 22:538-40 S 18 '31

Makes 'em pay for heating layouts. R. George. il Sheet Metal Worker 22:131-2 Mr 6 '31

Making the public look and see. W. Parker. diag Sheet Metal Worker 21:3+ Ja 10 '30

New day heating contractor; E. H. Nelson, inc, Scarsdale, N. Y. il plans Sheet Metal Worker 22:160-1+ Mr 20 '31

Owner's salary—how much. E. A. Scott. Sheet Metal Worker 22:45-6 Ja 23 '31

Profit in auto radiator repairs. G. R. Harrison. il Sheet Metal Worker 22:34 Ja 23 '31

Putting the shop on the spot; Carolina sheet metal corp. il Sheet Metal Worker 21:715-16+ N 28 '30

Shop planned by experience, built by industry, integrity and efficiency; W. A. Fingles, inc., Baltimore, Md. il plan Sheet Metal Worker 21:395-6 Je 27 '30

Stamping plant enjoys steady growth; Geometric stamping co., Cleveland. A. H. Allen. il Iron Tr R 86:53-6+ Mr 27 '30

Straight-line travel 250 ft. from raw material to shipping dock; City auto stamping co, Toledo, Ohio. il Iron Age 127:164-8+ Ja 8 '31

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Sheet metal shop cost accounting. C. F. Warning. Sheet Metal Worker 22:156-8 Mr 20 '31

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Watch your charge for overhead. H. E. Jones. Sheet Metal Worker 22:590 O 16 '31

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SHEET metal trade

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Five business getting suggestions. H. E. Jones. Sheet Metal Worker 22:308-9 My 29 '31

General ventilation of public buildings. H. R. Phelps. diags Sheet Metal Worker 21:542-3 S 5 '30

Getting into the cost-plus class. C. N. Tunnell. il Sheet Metal Worker 21:506 Ag 22 '30

Good business waiting to be found. E. C. Badeau. il Sheet Metal Worker 21:777-9 D 26 '30

Heat removal is a sheet metal job. P. R. Jordan. il diags Sheet Metal Worker 21:510-12, 528-30 Ag 22-S 5 '30

Here's help against difficulties. Sheet Metal Worker 22:208+ Ap 17 '31

How change spells opportunity. S. A. Knisely. Sheet Metal Worker 22:377-8+ Je 26 '31

How to get money from customers. Sheet Metal Worker 22:352 Je 12 '31

How you also can improve business; fleet of service trucks of Langenberg mfg. co. il Sheet Metal Worker 21:539 S 5 '30

Important accomplishments of the year. Sheet Metal Worker 20:818-19+ D 27 '29

Making a $35 job produce $700. R. S. Schmieder. plan Sheet Metal Worker 22:60-1+ F 6 '31

SHEET metal trade—*Continued*

Meeting and beating competition. E. A. Scott. Sheet Metal Worker 22:242-3 My 1 '31

National association of sheet metal distributors semi-annual meeting. Sheet Metal Worker 21:666-7 O 31 '30

Neglected source of business; industrial plants. R. A. Dadisman. Sheet Metal Worker 22:426+ Jl 24 '31

Present clouds are silver-lined. R. S. Schmieder. Sheet Metal Worker 22:401-2 Jl 10 '31

Selling sheet metal electric signs. il Sheet Metal Worker 22:575+ O 2 '31

Selling with job photographs. G. W. Breiel. il Sheet Metal Worker 22:543-4 S 18 '31

Sheet metal men lucky right now. R. S. Schmieder. il Sheet Metal Worker 22:259+ My 1 '31

Sheet metal's share of 1931 business. R. S. Schmieder. Sheet Metal Worker 22:120+ Mr 6 '31

Sound business practices for sheet metal contractors. J. E. Merrick. Sheet Metal Worker 21:140-1 Mr 7 '30

Steel ceiling selling suggestions. H. E. Jones. Sheet Metal Worker 22:470-1 Ag 7 '31

Turning ideas into extra business. il Sheet Metal Worker 22:595-6 O 16 '31

You probably have a complex, if it happens to be the common one concerning inferior material and cheap work, it's time to be rid of it. il Sheet Metal Worker 21:595-6 O 3 '30

Your future business. D. M. Strickland. Sheet Metal Worker 21:413-14+ Jl 11 '30

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Advertising pays in New England too. il Sheet Metal Worker 21:228-9+ Ap 18 '30

Advertising that gets business. il Sheet Metal Worker 22:162 Mr 20 '31

Another good effort for business. il Sheet Metal Worker 21:718+ N 28 '30

Clever advertising idea. il Sheet Metal Worker 22:513 S 4 '31

Could you use twenty-four hundred dollars' worth of business? Sheet Metal Worker 22:501+ Ag 21 '31

Deft touch of human interest. D. O. Morley. il Sheet Metal Worker 22:62-3 F 6 '31

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How John Browne advertises his sheet metal business profitably. G. Duerr. il Sheet Metal Worker 21:166-8 Mr 21 '30

How you also can improve business. il Sheet Metal Worker 21:567+, 606 S 19-O 3 '30

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Success methods for you to try. il Sheet Metal Worker 22:545-7 S 18 '31

Suggestions for effective advertising of a practical nature. Sheet Metal Worker 22:502-3 Ag 21 '31

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Financing deferred payments. C. M. Lyman. Sheet Metal Worker 21:421-2+ Jl 11 '30

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Gold mine of help for shop owners; what manufacturers are doing in the form of real service to customers. Sheet Metal Worker 21:157+ Mr 21 '30

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Annealing stampings in automatic furnace. W. M. Hepburn. il Mach 36:530-1 Mr '30

Aquarium with automatic fountain. W. Mason. diag Sheet Metal Worker 20:796 D 13 '29

Automatic control of gas, steam and water in washers and ovens insures uniform finishes; Crowe name plate co. A. E. Maehler. il Automotive Ind 65:536-7 O 10 '31

Clever salable sheet metal job; a combined cooler and stock rack for bottled drinks. F. W. Klay. il diags Sheet Metal Worker 21:286-8 My 16 '30

Combination sheet rack and work bench. F. W. Klay. diags Sheet Metal Worker 21:63-4 F 7 '30

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Contracting for aircraft sheet-metal parts. B. von L. Lansdowne. il Iron Age 127:855-9 Mr 12 '31

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Dies for making a 90-degree elbow from flat stock. C. W. Hinman. diags Mach 37:822-3 Jl '31

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Exhaust hoods for melting pots. F. H. Stebbins. diags Sheet Metal Worker 21:162+ Mr 21 '30

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Fabrication of metal products by welding; Eaton metal products co, Denver, Colo. J. C. Coyle. il Sheet Metal Worker 22:12-13 Ja 9 '31

Fins for unit heaters. P. H. White. diags Am Mach 73:239-41 Ag 7 '30

Good business to be had here; the small restaurant a prospect for ventilation. P. R. Jordan. plans Sheet Metal Worker 22:567-9 O 2 '31

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How change spells opportunity. S. A. Knisely. Sheet Metal Worker 22:377-8+ Je 26 '31

How sheet metal men can find profitable business in industrial plants. il diags Sheet Metal Worker 21:330-2 My 30 '30

How to build an aquarium of any shape. W. Neubecker. il diags Sheet Metal Worker 21:4-6 Ja 10; 42 Ja 24 '30

Improving baffling of spray booth. F. H. Stebbins. diag Sheet Metal Worker 22:620 O 30 '31

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Let factories make the ventilators. Sheet Metal Worker 22:211-12 Ap 17 '31

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Lubricants for deep drawing. M. Reswick. il Metal Prog 20:69-73 S '31

Making lamps for Christmas presents. W. Neubecker. il diags Sheet Metal Worker 20:798-9+ D 13 '29

Manufacture of S.A.A. cartridge cases. F. Adcock. diags Engineer 150:668-9, 700-2 D 19-26 '30

Metal finds new use in terrestrial globes. il Iron Age 127:1270-2 Ap 16 '31

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Oxy-acetylene welding process. F. J. FitzGerald. il Sheet Metal Worker 20:823-5 D 27 '29

Parlor golf course of sheet metal. F. W Klay. il diags Sheet Metal Worker 21:748-9 D 12 '30

Picker machine exhaust system. F. H. Stebbins. diags Sheet Metal Worker 21:423-4 Jl 11 '30

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See also

Air pipes
Cylinders
Exhaust systems
Metal spinning
Pipe elbows
Pipes
Presses
Punching
Rolling (metal work)
Rolling mills
Shells (metal work)
Stamping
Tanks
Tin cans
Tubes
Ventilators
Water tanks

Pattern making

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Gas companies—Shops
Locomotive shops
Machine shops
Mine shops
Motor bus lines—Shops
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Railroads—Shops
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Rivers—Bank protection
Sea walls, Concrete

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Boiling points
Colloids
Crystallization
Electrolysis
Electrolytes
Ions
Precipitation (chemistry)
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SOLUTION, Heat of

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Industrial statistics
Market statistics
Sales statistics
Social statistics

also subdivision Statistics under various subjects, e.g.

Accidents, Industrial—Statistics
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Chicago board of trade
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Electric locomotives, Storage battery

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Jewelry stores
Shoe stores

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Dry goods
Duck (textile)
Elastic fabrics
Felt
Hair press cloth
Knit goods
Lace fabrics
Lamicel
Laundry
Linen
Mildew
Mohair
Paper textiles
Parachute fabrics
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Pyroxylin-coated fabric
Rubberized fabrics
Rugs
Sateen
Serge
Shoe fabrics
Silk
Silk, Artificial—
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Silk finishing
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Dyeing machines
Electric driving—Textile mills
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Hosiery machines
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See also

Blasting
Drilling and boring (earth and rocks)
Excavation
Freight subways
Intakes
Mining engineering
Pipe laying
Rock drills
Sewerage
Subways

Cascade tunnel

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Electrotyping
House organs—Typography
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Printing—Specimens
Stereotyping
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Letterheads
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Dust removal
Electric fans, Ventilating
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Exhaust systems
Fans, Mechanical
Flues
Heating
Humidity
Mechanical equipment of buildings
Mine ventilation
Ozone
Tunnel ventilation
Ventilators

also subdivision Heating and ventilation under various subjects, e.g.

Airplanes
Churches
Factories
Garages
Hangars
Hospitals
Hotels
Laboratories
Library buildings
Motor buses
Moving picture studios
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Ships
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Petroleum refineries—Waste
Railroads—Scrap material
Rubber waste
Salvage (waste, etc.)
Scrap material
Scrap metal
Spoilage
Steel waste
Trade waste
Waste fuel
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Water waste
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Boilers, Waste heat
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Exhaust steam
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Blast furnace gas
Celotex
Coke manufacture—By-products
Coke-oven gas
Cotton waste
Cottonseed
Farm produce—By-products
Flue dust
Flue gas
Gas manufacture—By-products
Gasoline, Natural gas—Manufacture—By-products
Metal waste
Paper making—By-products
Petroleum refining—By-products
Railroads—Scrap material
Refuse, Utilization of
Rubber waste
Salvage (waste, etc.)
Scrap metal
Sewage sludge—Gas production
Sewage sludge as fertilizer
Slag
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Tailings
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Trade waste
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Culverts
Hot water heating
Hot water supply
Penstocks
Pipe fittings
Pipe joints
Pipe laying
Pipes
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Mine water
Refuse disposal
Sewage disposal
Trade waste
Water—Bacteriology
Water distribution—Cross connections
Water purification
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See also

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Hydraulic engineering
Hydraulic machinery
Hydroelectric plants
Hydroelectric power
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Turbines
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